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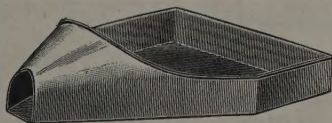
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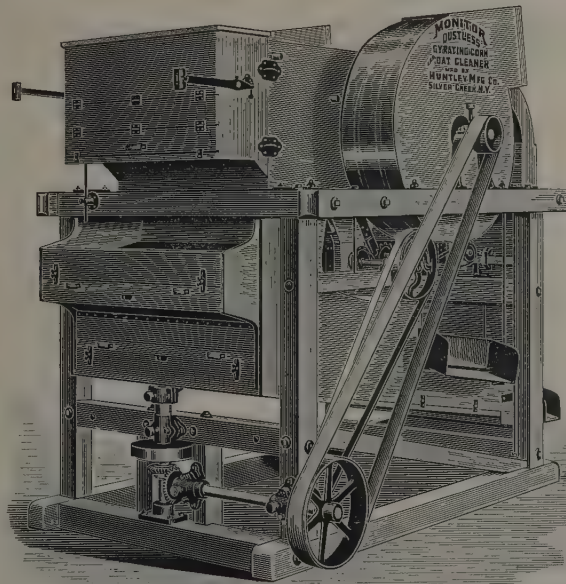


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POWER CAR LOADERS FOR ELEVATORS.

The Ideal Car Loader

Successfully loads both ends of car at the same time. See position of fan. Grain enters in center of fan and is at once started in right direction. No loss of power. When not in use loader is not exposed to the weather. Can be pulled into elevator owing to construction of holding frame.



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THE IDEAL CAR LOADER CO., Allenville, Ill.

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of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

Cyclone Grain Loader



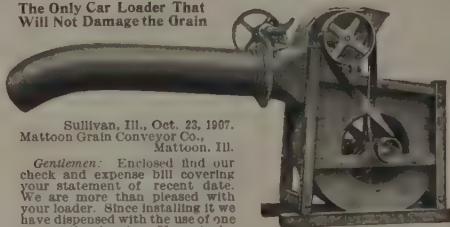
BUY a Loader that always pleases. There is only one Cyclone; simple in construction, durable, guaranteed.

For more information write

Cyclone Grain Loader Co.
NORWA K, OHIO

Combined Grain Cleaner and Pneumatic Car Loader

The Only Car Loader That Will Not Damage the Grain



Sullivan, Ill., Oct. 23, 1907.
Mattoon Grain Conveyor Co.

Mattoon, Ill.

Gentlemen: Enclosed find our check and expense bill covering your statement of recent date. We are more than pleased with your loader. Since installing it we have dispensed with the use of one man at the elevator. Yours truly,
SULLIVAN ELEVATOR CO.

The Only Machine that Will Clean and Load at the Same Time

For Descriptive Circular and Prices, Address

MATTOON GRAIN CONVEYOR CO.

MATTOON, ILL.



The Third Car Loader which left our factory was a No. 12 which we shipped April 13th, 1901, to Mr. O. C. Benson, Fairmount, Ill. Of course we have been able to make a number of improvements since then but nevertheless he liked it well enough to order one for his elevator in Catlin in October, 1902. Several weeks ago we received a letter from Messrs. Catlett & White of Fairmount asking the price of our No. 12. We presume they knew about the one Mr. Catlin has, but to make

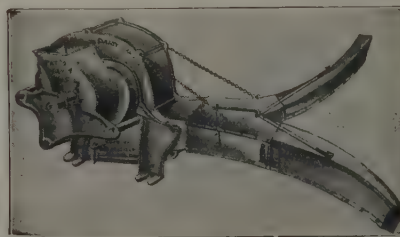
sure we spoke of it in our reply and a few days later we received their order in which they stated the loader would replace one of another make. Some machines do good work while new but in a short time they become unsatisfactory. However, this loader after selling one to the same party a year and a half later now sells one to another firm when it has been in use for more than 7 years. If there are none of our loaders near you for you to see, we will gladly send you one on approval with the understanding, that if you are not entirely satisfied with it in every respect, you may return it at our expense. Do you know of a fairer proposition? We have about 50 in stock, so can make prompt shipments.

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Maroa, Illinois

3 Years of Actual Service and continues to please. This customer has never called for repairs. If you are in need of a car loader write for catalog and prices to

M. C. LILLY, Maroa, Ill., Manufacturer DAISY CAR LOADER.



St. Ansgar, Ia., June 8, 1908.
M. C. Lilly, Maroa, Ill.
Dear Sir: We have been using one of your Daisy Car Loaders for three years and as a labor saver it has no equal. It has paid for itself twice over in saving of labor, besides doing better work and improving the grain.

Yours respectfully, LUND & HUME.

Grand Rapids, O., Oct. 17, 1905.
Weigel & Lilly, Maroa, Ill.—Gentlemen: I have been using your Daisy Loader for two months and I am very well pleased with its work, putting the grain back in good shape without having to enter the car. Not the least of its value is the improvement it will make in poor oats. Will be glad to say a good word for your machine to anyone whom you may refer to me.

Yours truly, F. E. SOUTHARD.

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Made in Several Sizes, Both Stationary and Portable Styles

WE MAKE Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Portable Elevators and Wagon Dumps, Pump Jacks, Grain Elevator Machinery and Supplies.

Speaks for itself:

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Gentlemen: We purchased the first Shuck Corn Sheller you ever made, some eighteen or twenty years ago. Since then we have bought 12 or 13 of them, representing every improvement, and expect to buy several more this season. We have bought one or more of about every other make and think we are competent judges of such machinery. Your Shellers husk and shell the corn off the cob more thoroughly; save it more completely; clean both the shelled corn and the cobs more perfectly; require less power in proportion to capacity; are more durably constructed and costless, loss of time and cost of repairs considered, than any sheller we have ever used. We have thrown out every other kind of Corn Sheller we ever bought and have replaced them with yours.

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By J. Z. Keel.

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POSITIVELY GUARANTEED

to shell either shucked or unshucked corn faster with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market.

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A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8½ x 13½ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43

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Have no terrors for the owner
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Hess Grain Drier

He is not only insured against loss, but is enabled to make a profit on tough grain which his less fortunate competitor, having no drier, cannot handle.

We have all sizes ready for instant shipment. Our carload-a-day size (\$900.00) can be set up quickly, without a building and can be put in use in a very few days after placing the order.

The time to install a drier is during the summer or fall. You will then be ready for the season's business

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Everything in Elevator Equipment

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The Standard for Forty Years

Write us when in need of anything in our line

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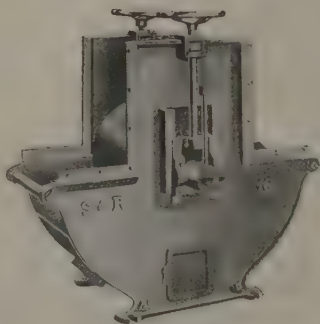
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“S. & R.” MACHINERY

IS RELIABLE AND DEPENDABLE

It is giving the best of service in hundreds of large and small elevators.

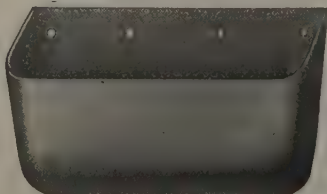
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EAGLE WAGON DUMP

Patented Oct. 16th, '05.

This dump is the most durable, easiest to put up, and simplest in construction of any wagon dump on the market. The iron pins can be placed at any desired distance from the pinion shaft without in any way affecting the working of the gears. This enables one to use any desired length of dump timbers and yet get perfect results. The controlling device goes on the front end of the dump leaving the back end free for the pit, which is of great value. However, if desired, it may be placed at the back end as well.

Glenburn, N. D., May 16, 1905.
Eagle Iron Works, Minneapolis, Minn.

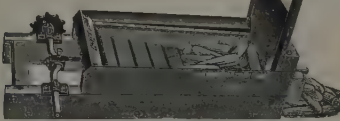
Gentlemen: We beg to state that we have one of your EAGLE WAGON DUMPS in our length of dump timbers and yet get perfect results. During the heaviest run of business in the West, we have not had a hitch. We gladly recommend your EAGLE WAGON DUMP as being as good as the best.
Yours very truly,
Wm. W. Shepard.

elevator and have found same to work in a very satisfactory manner. We did not experience a single instance when same did not work without a hitch.

We carry a full line of elevator and mill supplies. We also repair and make special parts for machines of all descriptions.

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If you want a feeder that will feed ear corn, wheat, oats, in fact any grain, without extra power or needless worry, write for our prices.

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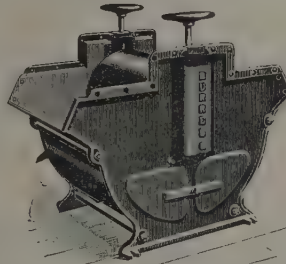
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Simply Constructed
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Can be used to advantage in many places.

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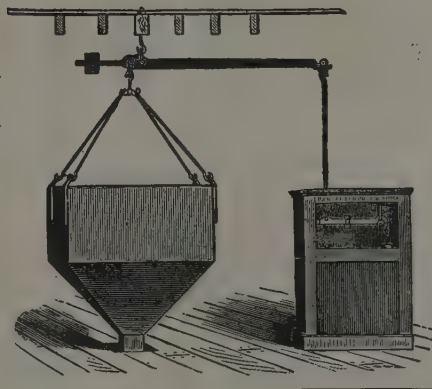
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The book, 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, is printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$1.50.

GRAIN DEALERS JOURNAL

255 La Salle Street, CHICAGO, ILL.

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Weighs and records accurately, every pound of grain passing through it.

Requires no attention while in operation, and guaranteed not to stick on light or trashy grain.

Its smooth running qualities insure its durability.

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DEALERS IN
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Yours truly,

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Weighs and registers automatically every pound of grain you spout to cars.

It has fewest parts of any automatic scale made—therefore the simplest.

It will not stop through impurities in the grain.

It will protect you against grain stolen or lost in transit.

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It will tell you the balance in the house.

It has more users than any other scale made.

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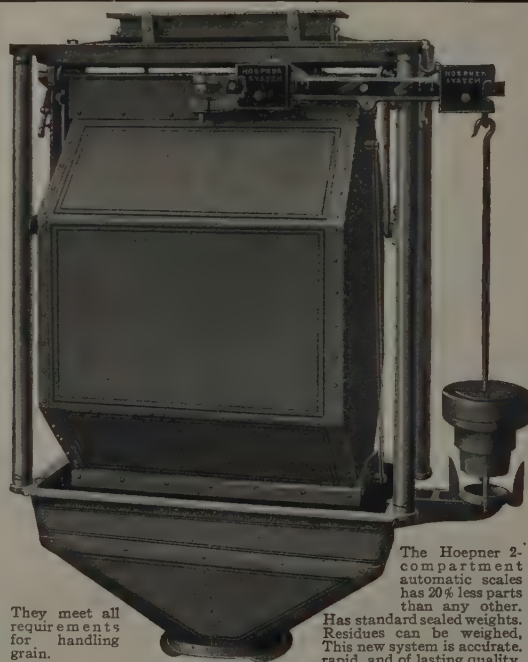
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They meet all requirements for handling grain.

The Hoepner 2-compartment automatic scales has 20% less parts than any other. Has standard sealed weights. Residues can be weighed. This new system is accurate, rapid, and of lasting quality.

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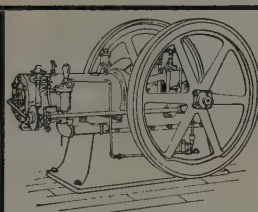
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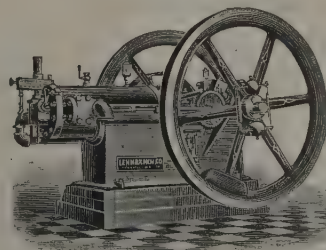


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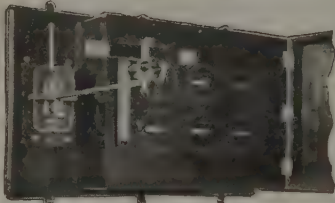
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On Cards

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At top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each book has 100 pages, 8½ x 14 inches, and each page 40 lines, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers. Order Form 12AA. Price \$1.50.

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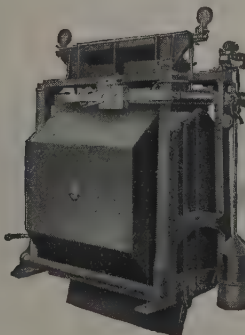
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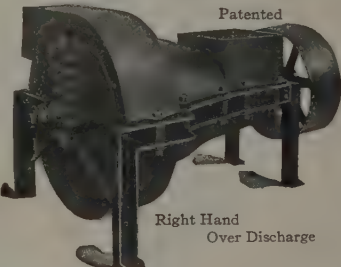
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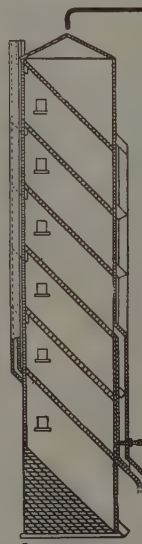
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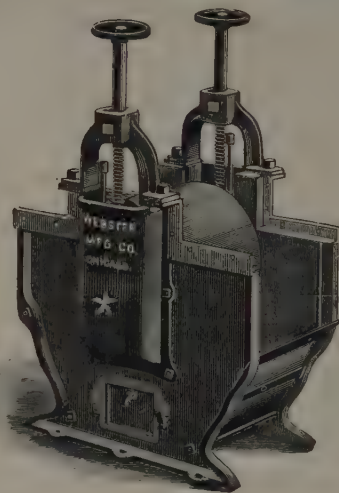
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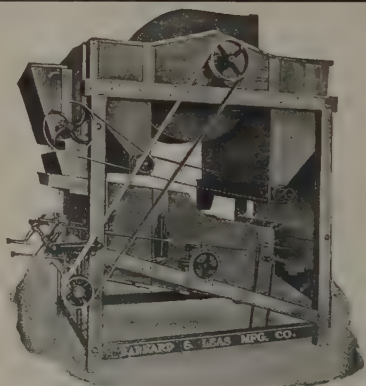
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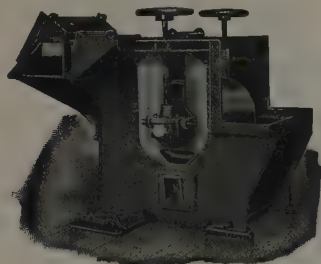
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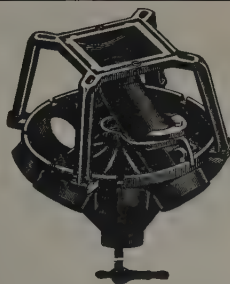
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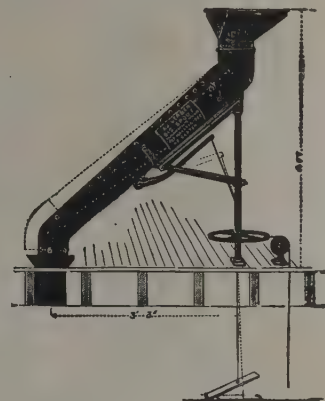
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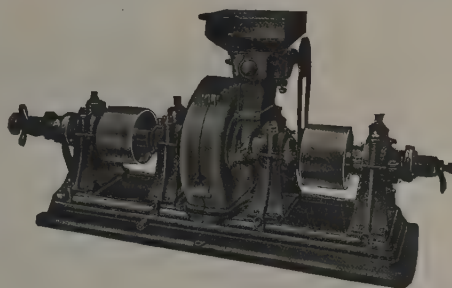
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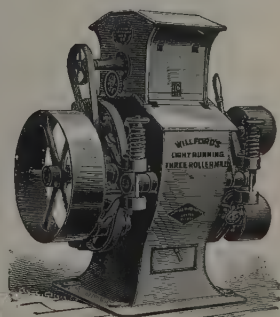
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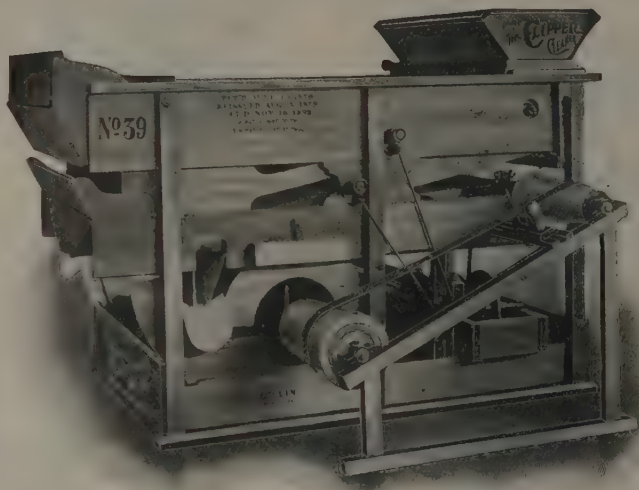
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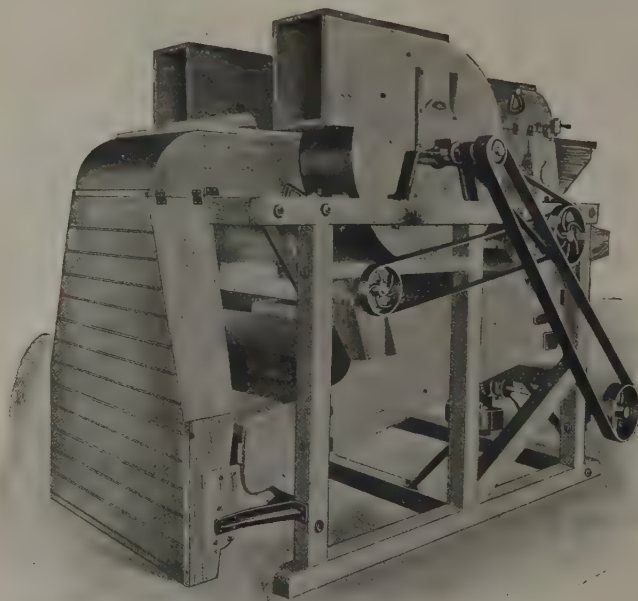
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that the Grain Dealers who are using the U. S. Grain Purifying System often secretly hope that the other fellow will not get next to the game.

This may seem somewhat selfish but is entirely justified if we judge by results obtained by users of the System.

Stale oats, Musty oats, Stained oats and "No Grade" oats can all be made into higher grades by the use of our Purifying System.

WHY allow your neighbor, who uses the United States Grain Purifier, to get more for his grain than you do?

WHY not make more than the fellow who has not installed an Up-to-date system?

Now is the time to plan these improvements. Write us before the new crop of oats is put on the market.

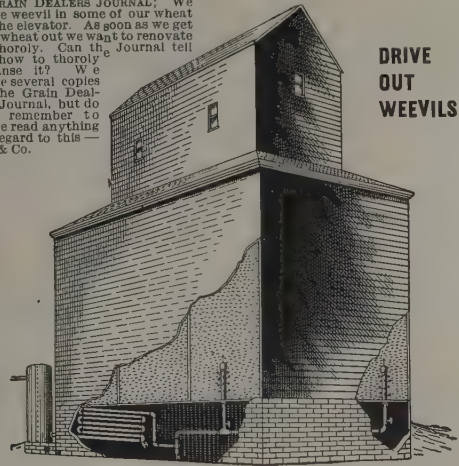
U. S. GRAIN PURIFIER CO.

Earl Park

Indiana

READ THIS QUERY AND OUR ANSWER

GRAIN DEALERS JOURNAL: We have weevil in some of our wheat in the elevator. As soon as we get the wheat out we want to renovate it thoroly. Can the Journal tell us how to thoroly cleanse it? We have several copies of the Grain Dealers Journal, but do not remember to have read anything in regard to this—K. & Co.



Install Johnson's Grain Dryer and Renovator. That's the system. It protects your grain and cleans your elevator. Nothing like it. INVESTIGATE!

E. G. ISCH & CO., Peoria, Illinois

Cheap and Reliable Power For Your Elevator.

Every year hundreds of gasoline engines are displaced by engines of a larger size. That's the reason why we are able to supply you with a reliable and dependable gasoline engine at a **big saving** over the cost of a new one, and many times at a price that is much less than the manufacturing cost. Some one loses. You get the benefit. All of our second-hand engines are thoroughly overhauled by skilled workmen, repainted and put in the same working order as the day they left the factory. Every engine we send out is fully guaranteed. We have been selling grain men engines for 10 years. All we ask is a chance to figure with you. If your engine is too large or too small will make a trade with you.

MAKE YOUR SELECTION* FROM THE FOLLOWING:

25 H. P. Fairbanks Morse	16 H. P. Lewis
20 H. P. " "	22 H. P. Foos
15 H. P. " "	25 H. P. Columbus
2-12 H. P. " "	6 H. P. Columbus
6 H. P. " "	8 H. P. Otto

Also all kinds of smaller sized engines. All of our engines are late models and standard type. Repair work properly and promptly attended to.

A. H. McDONALD, 60-66 W. Monroe St., Chicago, Ill.

ELEVATORS FOR SALE.

ELEVATOR FOR SALE in North Central Iowa. Address Cil, Box 7, Grain Dealers Journal, Chicago, Ill.

GOOD PAYING elevators and mills for sale. Write us. Buckeye Brokerage Co., C. B. Jenkins, Mgr., Marion, Ohio.

FOR SALE—A fifteen thousand bushel elevator in a good Iowa town. Address The West Bend Savings Bank, West Bend, Iowa.

ELEVATOR AND COAL BUSINESS for sale. North east S. D. Address R. E., Box 8, Grain Dealers Journal, Chicago, Ill.

IF YOU WANT TO BUY an elevator worth the money in Ohio with a good business, address C. M., Box 11, Grain Dealers Journal, Chicago, Ill.

TWO OKLAHOMA elevators for sale; in good repair and doing good business. For terms address Rett, Box 4, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE.—20,000 cap. in good condition in good grain country with good business, also coal in Dark Co., O. Patty & Coppock, Fletcher, O.

FOR SALE—Modern elevator in Northern Ill.; capacity 40,000 bu. Send for description. Will be sold at a bargain. Good terms. Address Van Box 12, Grain Dealers Journal, Chicago, Ill.

WILL SELL: One half interest in my elevator and coal business also my Litter Carrier. A good money making proposition for a good man. W. J. Herscher. Buckingham, Ill.

FOR SALE or exchange for good farm land, terminal transfer and cleaning grain elevator at Kansas City, Mo. Address De, Box 4, Grain Dealers Journal, Chicago, Ill.

FOR SALE IN NORTH DAKOTA, 25,000 bu. Elevator in good territory on main line of R. R. A bargain if taken at once. Address Tom, Box 10, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR RENT.—40 M. cribbed elevator, coal and tile business. Good territory; within 35 miles of Chicago on E. J. & E. Address Rey, Box 9, Grain Dealers Journal, Chicago, Ill.

FOR SALE: 25,000 bu. elevator and coal business on C. St. P. M. & O. Ry. in Southeastern So. Dakota. Good business. Good reason for selling. Price right. Address Cer Box 12, Grain Dealers Journal, Chicago, Ill.

FOR SALE—An elevator of 30,000 bu. capacity, almost new, only been operated for two seasons, located in McHenry Co., N. D. Crops look better this year than ever. Consideration \$8,000.00; half cash balance on time. Address Four, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR and feed mill in small Wisconsin village in good farm and dairy country. Buildings and machinery in first class condition. Modern and up-to-date in every respect. Doing good business in custom grinding. Good opening for some one. Address W. W., Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

TWO ELEVATORS IN BEST GRAIN DISTRICT of Manitoba for sale. In good running order. 35,000 and 28,000 capacity. Eight miles apart. For particulars apply to Mrs. Wm. Hope, Carberry, Manitoba.

ELEVATOR on Wabash Ry. in St. Joseph Co., Ind., for sale. Capacity 10,000 bus.; no competition; good business and in center of good grain country. Bargain if taken soon. W. B. Calvert, South Bend, Ind.

FOR SALE—Up-to-date elevator located in Darke Co., Ohio; 35,000 bu. capacity, steam power, on Big 4 R. R. Latest machinery to handle ear corn, etc. Good town, schools, etc. Address Rem, Box 9, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Several good mills in Nebraska, Kansas and Oklahoma. Also, several good elevators in Kansas and Oklahoma. Write me as I have a list of such properties. C. E. R. Winthrop, Wichita, Kansas.

FOR SALE: An elevator in N. D. on the Fargo Southern Div. of the Milwaukee R. R., also an elevator in Minnesota on the M. & St. L. Both are bargains. Address J. K. Elliott & Co., 301 Flour Exchange, Minneapolis, Minn.

FOR SALE: 25,000 bu. elevator and feed mill in southwestern Minn. Equipped with dump scales, hopper scales, cleaner, two engines and feed mill. Good wood, feed and seed trade. Address W. T., Box 7, Grain Dealers Journal, Chicago, Ill.

TWO FIRST CLASS ELEVATORS for sale in North Dakota; good business; large territory; no farmers or independent elevators at these towns. Can be bought very reasonable. Address Berg, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, GRAIN, Feed, Flour and Coal Business for sale. All latest improvements, Huntley cleaner, feed grinder, Halls Distributor, 8 horsepower gasoline engine, all in good condition. Address Ram, Box 1, Grain Dealers Journal, Chicago, Ill.

25,000 BU. ELEVATOR AND FEED MILL for sale in good grain country on Omaha R. R., 45 miles east of St. Paul, Minn. Equipped with first class machinery. Good flour and feed trade. Address Joe, Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Elevators handling from 100,000 bu. up to 400,000 bu. annually, located in good towns in Illinois and western Indiana. Write, phone or best of all come and see me. Have long list of satisfied purchasers. James M. Maguire, Campus, Ill.

ELEVATORS FOR SALE—We have a large list of extra good bargains in elevators in first-class locations, doing good business. Write for prices, terms and descriptions, giving location you prefer. Iowa Mill & Elevator Brokers, Independence, Iowa.

FOR SALE—60,000 bushel cribbed elevator plant, including corn cribs, coal houses, etc., handling 300,000 bushels grain annually. Plant in first class condition, all well equipped. Price \$8,000. Address Rola, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

FOR SALE—70,000 bu. elevator, 5,000 bu. corn cribs and 300 ton coal bins, all in good repair. In best oat and corn country in Northern Iowa. Station handles 300,000 bu., only two elevators in the place. St. John Grain Co., Heron Lake, Minn.

FOR SALE—Grain, Coal and Feed Business in central Ill., consisting of 5,000 bu. elevator, 24 h. p. gasoline engine, feed grinder, etc. Large hay barn, coal sheds, two horses, two wagons, harness, etc. Cause for selling, ill health. Price \$6,000. McCrackin Bros., Normal, Ill.

ELEVATORS FOR SALE—3 elevators on R. I. in western Iowa, 2 with lumber yards, all with coal. 7 on M. & St. L. between Des Moines and Ruthven, taken together as good if not the best small line in the state. May consider Iowa improved farms for part. Answer L. B. 1055, Des Moines, Iowa.

A VERY COMPLETE line of 9 eltrs. in Iowa and Southern Minnesota, for sale on thoroughly reasonable basis. Property all in 1st class shape, competition good. Everything thoroughly satisfactory to right buyer. Do not apply unless ready to pay cash. Address Fram, Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE.—100,000 bushel elevator on the Chicago & Eastern Illinois railroad, in western Indiana, located about 100 miles from Chicago. This is one of the best elevator properties in Indiana, does a business of about 300,000 bushels a year. Write for description. Address Dence, Box 9, Grain Dealers Journal, Chicago, Ill.

TWO ILLINOIS ELEVATORS for sale at a bargain. 60,000 bus. eltr. on the I. C. R. R. handles 200,000 bus. corn and oats yearly. Also a 35,000 bus. eltr. nearby on same road which will handle 100,000 bus. annually. Both new and well equipped. Good coal trade at each station. Address C. C. C., Box 6, Grain Dealers Journal, Chicago, Ill.

FOR SALE or trade. Three elevators at two stations on I. C. R. R. Best stations in Central Illinois. One station capacity two elevators 110,000 bu. part ear and part shelled cribs 6,000 bu. We handle 450,000 bu. annually. Other station capacity 30,000 bu. and handle 125,000 bu. annually. Best competition at larger station and none at other. All buildings in best of condition. Good churches and schools. Reasons for selling, other business. Will trade for Illinois land or can give time on half. Address Hac, Box 4, Grain Dealers Journal, Chicago, Ill.

FOR SALE.—25,000 Bushel Elevator. In one of the best grain sections of Northern Oklahoma. Good live town, 500 inhabitants. Best of schools and churches. This elevator is equipped with Fairbanks Morse engine and hopper scale, also No. 3 Invincible clipper. Office and scales near enough to elevator so that one man can take care of both. Competition the best in the world. This elevator has averaged 37% net profit on the investment for the past four years. We have one of best prospects for wheat crop ever known, and a very large oats acreage shown. Best of reasons for selling. Address Elevator, Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

FOR SALE—Part int. with management or all. Elevator and lucrative grain, coal and feed business. Eltr. capacity 30,000 bus. All latest improvements with electric power, hay, and grain warehouses. Only elevator in the country. Situated in the famous Black Land Belt of Texas, 30 miles from Dallas on two R. R.'s in wealthy agricultural section and town of 8,000. Terrell Grain & Mercantile Co., Terrell, Texas.

ELEVATORS WANTED.

WANTED to trade for a good elevator. F. P. Hawthorne, McPherson, Kans.

ELEVATOR WANTED—Will trade good corn farm. L. G. Vincent, Odell, Ill.

ELEVATOR WANTED in Northern Ill. in exchange for good improved farm 1½ miles from Butterfield, Minn. L. B. 3, Millington, Ill.

WANTED—An Ill. elevator for cash, handling 200,000 bu. or more annually. Conditions must be right. Address 774 N. Broad St., Galesburg, Ill.

WANTED—To rent an elevator with the privilege of buying at the end of one year. Address C. E. F., Box 1, Grain Dealers Journal, Chicago, Ill.

WANT to trade equity in good 160 acre Minnesota Farm for elevator in Northern Minn. or North or South Dakota. N. N. Biever, LaMoure, No. Dak.

ELEVATOR WANTED AT ONCE: We want a good house in central or eastern Indiana or northern Ohio tributary to C. H. & D., Penna. or Big 4 lines, handling 200 to 500 thousand bushels. Write us particulars in first letter, quoting very best cash price. Buckeye Brokerage Co., Marion, Ohio.

PARTNERS WANTED.

WE WANT either financial backing or we would prefer an active partner for an excellent grain, hay and produce business in Denver, Col. The best references as to ability, etc. Address Denver, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED: Financial backing for an established and well known grain, hay and seed business in a large Texas city. Unquestionable references as to ability, etc. to successfully manage, with sufficient capital. Might take active partner. For particulars address P. O. Box No. 917, Dallas, Texas.

WANTED: To communicate with a concern who would take an interest in a Transfer Elevator, as well located as if in Chicago and who would handle the Chicago end of the trade advantageously. The concern is doing a good business now but wants to extend operations so as to use mixing grades from Chicago, which can be done at this plant, located as it is on two trunk lines, just as conveniently and more advantageously for the trade East and South, than in Chicago. This is a valuable and growing business proposition. Address T. E. Box 12, Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

ADDRESS wanted of Mr. S. Walker, formerly manager of S. Walker Grain Co., Chattanooga, Tenn. Very important. Address Evansville, Box 1, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

AGENT WANTED to run country eltr. in good sized town, near Aberdeen, So. Dak. Prefer one who speaks German. Address 128 Corn Exchange, Minneapolis, Minn.

WANTED—Grain buyers and lumber yard managers for good points in Minn., North and South Dakota. State exp. S. A. Morawetz, 910 Security Bk. Bldg., Minneapolis, Minn.

WANTED—A competent foreman for a terminal mixing house; one capable of handling barley and other grains. Good position for right man. Address T. F., Box 10, Grain Dealers' Journal, Chicago.

WANTED—experienced man to buy grain and handle country elevator; begin Aug. 1st; must keep elevator books; give reference and salary expected in first letter. Address Walter Biggs, Hankinson, N. D.

WANTED—Experienced elevator man to take charge of our terminal eltr. at Arkansas City, operated in connection with our 800 barrel mill and a line of country elevators. Will pay good salary to right man. Address The New Era Milling Co., Arkansas City, Kas.

WANTED OFFICE MAN: A first class book-keeper, stenographer and correspondent, one who has had some experience with track buying and selling to Eastern trade. Location, Central Indiana. Address Tiptop, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED—By St. Louis grain firm, young man of good habits and address, and familiar with the grades of grain, to travel, solicit and buy grain. Aggressive young man from country with ability to command business preferred. Address St. Louis, Box 1, Grain Dealers Journal, Chicago, Ill.

YOUNG MAN of experience in grain trade wanted to revise lists and conduct correspondence. If you wish application to be considered give date and place of birth, where educated and how far advanced when left school, what business experience and where, by what firms employed. Address Chicago, Box 1, Grain Dealers Journal, Chicago, Ill.

COTTON SEED MEAL FOR SALE.

COTTON SEED MEAL for sale. We are manufacturers. Can quote low prices on best grades. Chickasha Cotton Oil Co., 136 L. S. Exchange, Kansas City, Mo.

PURE OWL BRAND COTTONSEED MEAL. Known every where for its high feeding qualities. Registered analysis. Write for prices and booklet on feeding. F. W. Brode & Co., Memphis, Tenn.



THE ATLAS CAR-MOVER

Manufactured exclusively by

The Appleton Car-Mover Co.
Appleton, Wis., U. S. A.

Is decidedly the best and most powerful Car-Mover on the market, and supercedes all others wherever introduced. Try an "ATLAS." It will pay for itself in a few hours' use.

SITUATIONS WANTED.

WANTED: Position as eltr. mgr. by young German. Experienced buying and selling. Louis Dengler, Lake Park, Ia.

WANTED POSITION with good grain firm. Have had 14 yrs. exp. in eltr. and grain. Address S. A. Pool, McComb, O.

POSITION WANTED as manager of elevator; have had four years experience in grain. Address R. R. Letner, Ash Creek, Minn.

COMMISSION HOUSE wanting a good solicitor for Ia. or S. Dak. Address, Iowa, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of grain elevator (country), 4½ years experience; references; Norwegian spoken. O. J. Amundson, Glenwood, Wis.

POSITION wanted by an experienced and capable grain man as auditor or business solicitor. Address Paris, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as mgr. of eltr. line or as traveling solicitor. 10 yrs. experience. Address H. C. N., Box 2, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as traveling solicitor. Iowa territory preferred. Experience, references. Address Ada, Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of a grain business; 15 years experience. Best references furnished. Address Val, Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED: As grain buyer, manager or salesman. 13 yrs. experience in the grain, seed and milling business. Best of references. Address Box 426, Marion, Ohio.

GRAIN MEN: We know a tiptop Grain, Hay or Seed Buyer who wishes position. Excellent opportunity to get a good man. Address Fred, Box 1, Grain Dealers Journal, Chicago, Ill.

WIDE AWAKE Grain Man open for position as manager of elevator, have tools for repair work. Contract preferred with 3 years duration. Address O, Box 1, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED grain man—Open for managership of elevator; A. No. 1 reference; good accountant and familiar with office duties; been typewriter. Address L. Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as grain buyer for some independent firm. Have had six years experience handling grain. Married. Can furnish No. 1 references. Address A. O. Teslow, Box 120, Williston, N. D.

POSITION WANTED by practical grain man, 15 years experience handling barley and other grain. Married. Speaks Scandinavian and American. Best of references. Address Falls, Box 1, Grain Dealers Journal, Chicago, Ill.

KANT SLIP

Car Mover

Address: P. M. JACOBUS, Millstadt, Ill.

ENGINES FOR SALE.

GASOLINE engines for sale, 10 h.p. Temple Pump Co., 15th Place, Chicago.

20 H. P. GAS ENGINE FOR SALE. American Hardware Mfg. Co., Ottawa, Ill.

INTERNATIONAL GASOLINE engine for sale, 4 horse power, nearly new. Arthur Van Osdol, Holton, Ind.

20 H. P. OTTO GAS OR GASOLINE Engine for sale. Just rebuilt; price \$300. Murray Iron Works Co., Burlington, Iowa.

FOR SALE OR TRADE—An 8 H. P. Fairbanks-Morse gasoline engine. Practically new. Hutcheson Grain Elevator Co., Roff, Okla.

NEARLY NEW 16 H. P. St. Mary's gasoline engine, \$300. F. O. B. cars. Used 3 months. Need larger power. L. L. Cass, Weston, O.

FOR SALE—A 4½ H. P. Olds Gasoline Engine, one of the best engines made, good as new. Cheap. Address Leader Press Co., Mt. Clemens, Mich.

FOR SALE—1-10 H. P. Lampert Stationary Motor. In running order. Used only 1 month. Can be run with either gasoline or kerosene. Price \$125 if taken at once. J. Roth, St. Anne, Ill.

FOR SALE—25 H. P. Woolley Automatic Gas Engine. Cheap. Fine condition. Also line of 2nd hand Gas and Steam Engines. Write us your wants. Reliable Machine Co., Anderson, Ind.

GAS ENGINES FOR SALE.

22 H. P. Fairbanks-Morse.

16 H. P. Fairbanks-Morse.

12 H. P. Fairbanks-Morse.

8 H. P. Fairbanks-Morse.

20 H. P. Otto.

8 H. P. Otto.

10 H. P. Ohio.

25 H. P. Columbus.

10 H. P. Webster.

Also fifty engines of smaller sizes and all makes. A. H. McDonald, 62 W. Monroe St., Chicago, Ill.

SLIGHTLY USED GASOLINE ENGINES. 1-12 HP Webster engine, latest improved, in use nine months, \$275; 1-10 HP Webster engine, latest improved, used about one year, \$250; 1-6 HP Foos engine, latest improved, used 15 months, \$175; 1-10 HP latest improved Springfield engine, used two years, \$160; 1-4 HP Cornell engine, good as new, \$100; 1-3 HP Webster engine, used 6 months, \$85; 1-3 HP Webster engine, with tube ignition, only \$50; 1-3 HP International engine, used two months, with or without trucks, \$98. Allen P. Ely & Co., 1110 Douglas St., Omaha, Neb.

MOTORS FOR SALE.

FOR SALE—Two 20 H. P. Wagner Electric Motors, first class condition. Offer for trade for 30 H. P. Gas Engine. Schultz Seed Co., Olney, Ill.

BAGS FOR RENT.**GRAIN BAGS FOR RENT.**

From 100 to 50,000. For terms write, FOELL & CO., 123 Market St., St. Louis, Mo.

MACHINES FOR SALE.

FOR SALE.—One No. 5 Eureka Oat Clipper in good repair. The Cleveland Grain Company, Cleveland, Ohio.

FOR SALE—1 Western Corn Sheller No. 4½. Capacity 400 to 500 bu. per hour. 1 Marseilles Corn Sheller, size 1, capacity 400 to 500 bu. per hour. 1 Western Suction Fan, 45 inch fan, capacity 500 bu. per hour. These machines have been thoroughly repaired and are first class. Address A. H. Richner, Crawfordsville, Ind.

TWO NO. 8 MONITOR dustless warehouse separators, equipped with all screens necessary for cleaning wheat, barley, oats and flax. These machines are as good as new and have given excellent service. We also offer one country elevator "weighing in" scale, complete, 60,000 lbs capacity, and one power unloading shovel. Write for particulars to the Geo. C. Bagley Elevator Company, 54 Chamber of Commerce, Minneapolis, Minn.

ENGINES AND BOILERS.

FOR SALE.—80 H.P. boiler and engine, good order. Grinder and clipper as good as new. No use for them. C. J. Meyer, Frankfort, Ill.

FOR SALE—35 H. P. Steam plant including Water Heater and Purifier, \$150. Is worth 4 times what we ask. Address W. H. Maze & Co., Peru, Ill.

GOOD BOILERS FOR SALE.

4-60 In. Diameter 16 ft. long, 90 H. P. 58 Flues.

Address South Chicago Elevator Co., 240 La Salle St., Chicago, Ill.

**FOR SALE.
ENGINES AND BOILERS.**

Engines—Corliss, Automatic and Throttling, all sizes from 1 to 500 H. P. Boilers—Horizontal, Portable and Vertical, all sizes from 1 to 200 H. P. Pumps, Heaters, Tanks, Saw Mill and General Machinery.

Write for our prices on your requirements.

The Randle Machinery Co.
1748 Powers St. Cincinnati, O.

MISCELLANEOUS FOR SALE.

GRAIN TESTERS: Three sizes, one pint, one quart and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, Ohio.

FOR SALE—1 pulley, cast iron, 4'x11" face, 3 15/16 shaft, flat spokes, keyway, a little crown. One 4 foot pulley, cast iron spokes and hub, steel rim, 20 in. face, 3 15/16 shaft, little crown, keyway and set screw. One 4 foot Clutch Pulley, 10 in. face, 3½ bore, will have to be bushed, a little crown. One small 20 H. P. engine. Address The Union Elevator Company, Cleveland, Ohio.

HAY WANTED.

HAY AND STRAW WANTED. Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

W. D. POWER & Co., Commission Hay and Straw, 601 West 33rd St., New York, are in the market at all times for large and small Hay of a good quality. Will purchase outright or handle on commission. Correspondence solicited.

SCALES FOR SALE.

SCALES for elevators and mills; low-cost prices. Chicago Scale Co., Chicago.

FOR SALE one pair of Fairbanks track scales, second hand. S. W. Allerton, Allerton, Ill.

ONE 600 BU. Fairbanks hopper scale, good as new, for sale. Address McLeod Bros., Bloomington, Ill.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FOR SALE: New and second hand wagon, hopper and R. R. Track scales at reduced prices. All kinds of scales repaired. Beckman Bros., Des Moines, Iowa.

SCALES of all kinds repaired rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, Ohio.

STANDARD SCALES for mill and elevator purposes. Steel frames for all standard make of scales. We meet every requirement of the best of the grain trade. Standard Scale & Mfg. Co., 601 East Court Ave., Des Moines, Ia.

REFITTED SCALES. 1-60 ton, 36 ft. Fairbanks Railroad track scale good as new, \$300; 1 No. 1304, 1,800 lb. Miller and Grain Dealers' Fairbanks scale on wheels, good as new, \$15; 1 600 lb. Buffalo platform scale, \$5; 1-3500 lb. Fairbanks platform scale with drop levers, \$37.50; 1-3500 lb. dormant Fairbanks platform scale, \$35; 1-4 ton Fairbanks Wagon Scale with double beam, \$55; 1-700 bu. Howe Hopper Scale, \$125; 1-300 bu. Fairbanks hopper scale, \$85. Allen P. Ely & Co., 1110 Douglas St., Omaha, Neb.

MACHINES WANTED.

WANTED—A three pair high mill, an oat-clipper and corn-cleaner. Hutcheson Grain Eltr. Co., Roff, Okla.

WANTED—A 2nd hand CORN CRACKER, one that is in good condition and will do the work. Answer stating price. Address Cracker, Box 1, Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS WANTED.

WANTED—30 H. P. Gas engine for natural gas; 1 corn and cob crusher; 2 feed mills. All must be first class condition. 1 15 light electric dynamo; 1 100 or 150 light electric dynamo. Schultz Seed Co., Olney, Ill.

BALE TIES FOR SALE.**HAY BALE TIES.**

Large stock, low prices. Prompt shipment. Write us. J. G. Hermann & Co., Indianapolis, Ind.

HAY PRESSES FOR SALE.

TWO N. K. Dedrick power balers for sale. Size 14x18, one automatic block drop, and self feeder, only used 30 days. Size 14x18 old style but in 1st class condition. Selling the money. Reason for selling—have no use for balers. Address Bradley Bros., Paducah, Ky.

MILLS FOR SALE.

FOR SALE—50 bbl. mill in N. W. Ohio. In operation. Great sacrifice to first cash buyer. Address Star, Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE—A well equipped 50 bbl. mill located on B. & O. R. R. near Butler, Richland Co., Ohio. An excellent never failing water power. Plank & Neal, Butler, Ohio.

FOR SALE—A 50 bbl. water power flour mill. Warehouses. 8 room dwelling. Adj. Yakima reservation which will soon be opened for settlement. E. Goins, Yakima City, Wash.

FOR SALE 60 bbl. Plansifter Mill at Dry Ridge, Ky. Plenty wheat, fine grist trade. Rare chance for first-class miller who has little money. Address Robt. Taylor quick, Higginsport, O.

AN UP-TO-DATE FLOUR MILL to let or for sale. New and up-to-date machinery, Corliss engine, new water-tube boiler, heater, pump and everything to economize operation; capacity about 60 barrels per day. Also has water power right and chopping outfit. Will sell for \$10,000 or rent for \$1,000 per year. Linder Shoe Co., Carlisle, Pa.

WANTED: An experienced flour mill man to buy stock in a 125 barrel mill and operate, or to buy all. Mill is new located in corn and wheat country and has a good business already established. Allis-Chalmers machinery. Corn meal outfit in mill will make 200 to 300 bu. meal per day. Cause for selling, bad health. Address H. K. Holman, Fayetteville, Tenn.

SEEDS WANTED.

FIELD SEEDS and kaffir corn. Send samples. J. Oliver Johnson, Chicago.

NEW SEED WHEAT wanted of varieties Poole, Nigger, Gypsy or Early Ripe. The J. E. Wing & Bros. Seed Co., Mechanicsburg, Ohio.

WANTED—To buy millet for chicken feed, small lots or car load. Please send sample and price and state how much you have to offer. Address P. O. Box 772, Peoria, Ill.

FEED FOR SALE.

OFFER—Buckwheat Feed for present and future shipment. H. J. Klingler & Co., Butler, Pa.

ALFALFA MEAL FOR SALE.

We are booked ahead on ALFALFA MEAL. Let us send you sample and prices delivered. F. G. Olson, Wichita, Kas.

ALFALFA MEAL

and Alfalfa Stock Foods

The most economical, the least expensive. Write for prices.

H. C. THOMPSON, Wichita, Kan.

THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments Solicited.
Send Us Your Samples.

ASK FOR OUR DAILY BIDS
TOLEDO, OHIO

CORN FOR SALE.

WE ARE OPERATING 18 stations in Iowa and Missouri. Also handle Omaha corn. Will quote you any time on ear or shelled corn. Write us before you buy. R. W. Taylor & Co., Runnells, Iowa.

CHOICE NEBRASKA CORN FOR SALE. Wire us at our expense for prices on choice Nebraska No. two corn, delivered at stations in Iowa, Illinois, Minnesota and Wisconsin. Cavers Elevator Co., Omaha, Neb.

SEEDS FOR SALE.

BUCKWHEAT SEED for sale. H. H. Emminga, Golden, Illinois.

GRASS SEED, Seed Grain, Onion Sets, Cow Peas, etc., for sale. D. I. Bushnell & Co., St. Louis, Mo.

ALFALFA SEED FOR SALE. Fancy re-cleaned, Kansas grown; free from dodder and other impurities. \$10.00 per bushel. C. C. Norton's Sons, Greenfield, Ohio.

ALFALFA SEED. Northern grown. Non-irrigated. While it lasts, we will guarantee the seed which we now have to be free from Dodder and Trefoil. Right prices. The J. E. Wing & Bros. Seed Co., Mechanicsburg, O.

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IN PURITY, in color, in uniformity and in results, you will find that the Blended flours GERBELLE and NEVER FAIL manufactured by the GOSHEN MILLING COMPANY, Goshen, Indiana, outclass all others no matter where made.

GRAIN WANTED.

WANTED—Several cars of wheat screenings. Bag lots taken from near by points. Send sample. Fred B. Fox, Tip-ton, Ind.

HOT AND DAMAGED CORN of every description wanted. Address L. F. Miller & Sons, 2931 N. Broad St., Philadelphia, Pa.

GRAIN FOR SALE.

FOR SALE—Oats and corn in car lots. Ask for quotations. Buckland Milling Co., Buckland, Ohio.

NEW WHEAT: TURKEY hard and ordinary. MILLING wheat. Samples and prices on application. F. G. Olson Grain Co., Wichita, Kansas.

WANTED—Every miller in the United States who is interested in grinding the best wheat grown to write us. Kansas Turkey wheat will be on the market soon. Nothing better grown. We make a specialty of it. Ship direct from country stations to mills. The Western Grain Company, Wichita, Kansas.

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NEW BRAN: We are making prices for July and August shipment. Let us hear from you if interested. F. G. Olson Grain Co., Wichita, Kas.

BAGS FOR SALE.

NEW BURLAP BAGS made up promptly; bottom prices. We buy reliable second-hand bags, and carry all kinds in stock; get our prices. William Ross & Co., 59 So. Water St., Chicago, Ill.

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Peas, Beans, Bags, etc.

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SEEDS

THE EXPERIENCE OF OTHERS

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty Cents.

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Capacity of Elevator..... Post Office.....

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A machine that is always station-
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No shaking.

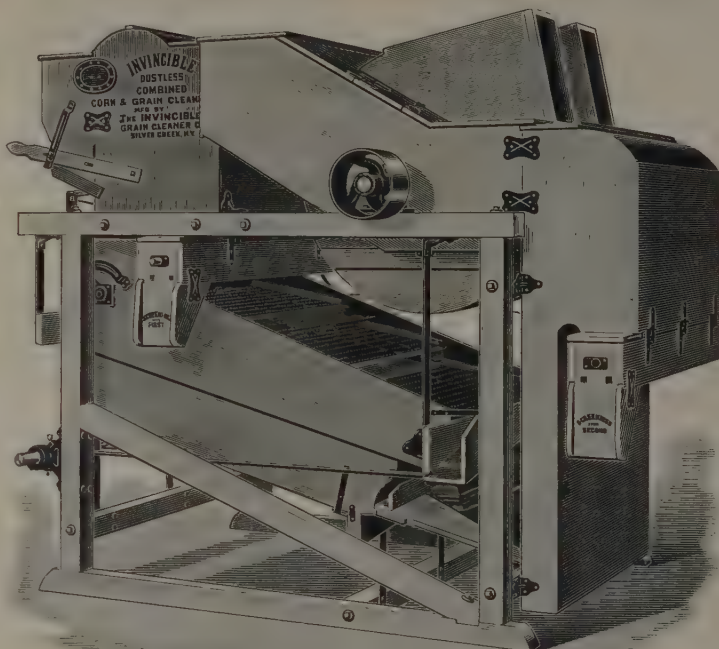
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GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month
by the

Grain Dealers Company

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The Advertising

value of The Grain Dealers Journal as a medium for reaching the progressive grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms place your announcements in the leading Journal.

The rate for Advertisements in the "For Sale" and "Wanted" Departments is 15 cents per line for each insertion.

Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered as Second-Class Matter Aug. 5, 1898, at the Post Office at Chicago, Ill., under Act of March 3, 1879.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., JULY 10, 1908.

PUBLIC wagon scales are not adequate to the weighing of car grain received in a terminal market if correct weights are wanted.

START buying the new crop by the grades you expect to sell it by, and thereby increase your chance of realizing a living profit.

MIXING salt with chops is said to hurt the trade of the mixer far more than the chops. A grinder who is caught using one adulterant is suspected of using many others.

A FROZEN face on Sunday has never been known to melt a grain buyer's intolerance of competitors during the week. Be sunny. Be affable. Thaw out and you will find life worth living. Wrangling jealousy destroys and pleasant harmony fosters the profits of business as well as the pleasure of life.

THAT ASSOCIATION which practices rotation in office makes it much easier for the presiding chairman of each meeting because so many ex-Presidents are in the audience, some one is ever ready to help the chairman push along the proceedings and keep alive interest in the discussions.

THE Question Box revived at the Annual Meeting of the Ohio Ass'n proved an attractive addition to the program, and brot out some interesting discussion. This feature could be added to the program of every meeting of grain dealers with profit.

FREIGHT BILLS when not sold to the buyer of grain should be returned to the shipper. True the shipper can learn the amount of the freight from the carrier, but this does not relieve receiver of duty to return bills unless shipper foregoes it in his agreement to sell.

EVERY grain shipper will promote his own interests and avoid much trouble by perusing Sec'y Courcier's able address elucidating the trade rules of the National Ass'n, which are published in this number. While the rules are one of the greatest benefits ever bestowed upon the trade by the National Ass'n still their benefits can be multiplied indefinitely by careful study of the Secretary's address and of the rules themselves.

IN DISCUSSING Legislation and Relations Between Shippers and Railroads before the Ohio Ass'n last week, Mr. Seeds, who is a recognized authority on traffic matters, gave a most lucid explanation of proportional rates, their use and value to the trade. Its careful reading by shippers who have not yet obtained a satisfactory understanding of such rates will surely prove unusually interesting and instructive, and we are, indeed, glad to give space to it in our report of the Ohio meeting.

THE Grain Trade offers many more problems than the average ass'n will ever be able to handle; hence, it would be shortsightedness for any state association to admit hay dealers. While such members might add something to the organization's treasury, they would also multiply the duties of the officials and take up much time in conventions with subjects of no interest whatever to the majority of the grain dealers in attendance. Let the grain dealers' associations be for the grain dealers alone, for by such a plan only can the maximum results be attained.

A VERY unfortunate Chicago paint company seems to be afflicted with a very careless shipping clerk, and it is seeking to dispose of many barrels of roof paint which it does not wish "to ship back to the city because of transportation charges." This same barrel has been offered to dealers all the way from Ohio to Texas, and the favored dealers are still sending us special offer letters and thereby losing a great opportunity to buy a barrel of paint at anywhere from 20 to 35 cents a gallon. This scheme was worn out by the oil men years ago, and the grain dealers who read are seldom caught by such a game.

DIRT cannot be expected to command the same price in any terminal market, as the grain with which it is mixed, and inasmuch as it reduces the real value of the grain, it must be expected to reduce its grade and price. The higher the average price of any grain the more sharply will buyers discriminate against the dirt and the more profit will country shippers derive from cleaning their grain thoroly before loading. The freight paid on dirt left in grain last year by shippers would make you rich beyond the most extravagant dreams of avarice. More money is wasted by country shippers thru careless methods than their profit amounts to; yet these very wasters complain the loudest of their not deriving a living profit from the grain business.

THAT grain buyers are to blame for farmers marketing poor grain was emphasized and reiterated again and again at the annual meeting of the Ohio Ass'n, and the arguments there presented have just as much weight in every other state. The consensus of all opinions was that grain buyers are more to blame for the marketing of poor grain than the farmers, because they buy and accept all grain as being of the same grade. The Ohio agricultural experiment officials are working more to improve the quality than the quantity of grain and they complain most bitterly that their efforts are greatly handicapped by grain buyers who have not sufficient backbone to discriminate in favor of grain of superior quality. When farmers are no longer able to sell low grade, rotten grain at the same price paid for the best, they will give more careful study to improved grains.

GRAIN SHIPPERS seldom get together now days that they do not soon come to discuss the great offense of carriers who make errors in quoting freight rates and then insist upon charging the legal rate given in the official schedule. As is clearly pointed out by Commissioner Colquitt in his able article published on page 792 of the Grain Dealers Journal for June 25th, the schedule rate is the only legal rate, and hence the only rate the carrier can accept without laying itself open to the charge of discrimination, thereby placing its treasury in jeopardy of a heavy draft by the Federal Courts. An earnest effort has been made, and, no doubt, will be continued to simplify freight tariffs so that each shipper may readily comprehend exactly what is intended, and determine for himself with accuracy the legal rate of freight, but until such a time as a clear and simple tariff is distributed, the only relief which appears to be open to shippers is to act on Commissioner Colquitt's advice, and employ an experienced traffic man whose duty it shall be to keep posted and advise members of shippers associations as to the legal rate.

DRIED brewer's grains have started so many fires recently lake transportation companies are refusing to receive any more for storage or shipment.

GRAIN SHIPPERS who always bill grain to their own order and especially when selling to strangers seldom lose all they ship. It is far safer to use "Shipper's Order" Bs. of L. and no more expensive.

YOU CAN not afford to start to handling a new crop without thoroly overhauling and testing your wagon scales. You will enjoy the satisfaction of knowing they are weighing correctly and have no hesitation in declaring your weights are right.

A PLETHORA of money abounds in most of the banks and speculation is at low ebb in Wall street hence little is heard of the Government's great problem of furnishing money to move the grain crops. Such funds are never intended to be used for moving the crop of watered stocks.

AS WAS to be expected, some farmers who neglected to deliver oats sold last year are again anxious to sell their crops, and it is needless to say last year's sufferers by verbal contracts are not disposed to contract any more grain unless the farmer is willing to put contract in writing, as he should be willing to do.

CLAIMS for loss or damage to shipments of freight are declined more frequently because of the lack of proper presentation of evidence than lack of merit. Seldom are claim agents anxious to pay a claim, but if a shipper presents a just claim properly supported by evidence the claim agent has not the nerve to refuse it.

THE SPARROW'S nest has been the cause of several destructive elevator fires recently and started many other fires. This little pest builds nests everywhere about an elevator and has a weakness for building in and about the eaves on the railroadside. By covering all openings and pockets with wire screen they may be prevented from greatly increasing your fire hazard.

THE SUGGESTION of President Wayne of the Illinois Grain Dealers' Ass'n that an 80-acre experiment farm be established in each county of the state seems to be meeting with enthusiastic approval of the Professors in charge of the Agri. Dept. of the State University. No doubt such farms would interest the farmers in their daily problems and help them to grow more and better grain.

THAT grain market which is unable to furnish disinterested weights and grades by regularly employed officials has yet to take the first steps toward greatness. Denver dealers should join hands in establishing a weighing and inspection department. Such an improvement would surely help their trade and make Denver a more attractive market to outside buyers and sellers.

THE value of the billing on grain was emphasized at the recent meeting of the Ohio and Indiana grain dealers and has been presented to our readers in the "Ask and Answered" columns, in this number, by the Southwestern Shippers. It is clearly evident that the value of the billing is now appreciated more than ever by members of the trade, and it would seem that as a rule, the sale of grain should carry with it, billing privileges, unless an agreement to the contrary is made.

IF RAILROADS would require all applicants for elevator sites on right of way to keep their elevators open every business day of the year, fewer stations would be burdened with five times as many elevators as is needed to handle the grain. The building of five to twelve elevators at stations in the Northwest is abject folly and should not be permitted. Fewer and better elevators would prove more profitable for the grain dealers and more advantageous for the farmers and the railroads.

UNIFORM RULES FOR GRADING GRAIN.

The able address of the President of the Grain Dealers' National Ass'n in favor of the early establishment of uniform rules governing the grading of grain, which is published elsewhere in this number merits the careful study of every dealer who is a firm believer in the Square Deal policy.

Mr. Reynolds does not mince matters in the least or hesitate to point out what is wrong, and he makes some excellent suggestions for reforming the old time inspection methods and bringing them down to date. Ninety-five percent of the members of the grain trade are heartily in favor of uniform rules and ninety-nine percent of the dealers favoring Federal inspection of grain do so simply because they have no faith in the present inspection authorities getting together in the adoption of the much needed uniform rules.

If Congress would require the adoption within six months of uniform rules to be used in all interstate and foreign trade and make it a penal offence to use any other in grading grain for such trade, all this rank nonsense regarding climatic conditions would soon be forgotten and even the present objectors to uniformity would wonder how the grain dealers of the country ever dealt in grain by grades.

The members of the trade are far more competent to remedy its ills than the politicians can ever hope to be and they now have it in their province to effect the needed improvement, but if they wait for outsiders to do it they must expect many impractical changes not to their liking to be made. If it is impossible for the inspection authorities to get together and adopt uniform rules then the shippers of the land should ignore them and go to Congress with a demand for a law requiring uniform rules for grading grain to be used in all interstate and foreign trade. The demand for such a law if enthusiastically supported by the grain shippers of the land would for a time at least allay all agitation for Federal inspection.

ELEVATION ALLOWANCE SUSPENDED.

Yesterday the Interstate Commerce Commission took another whack at the elevation allowance paid a few operators of terminal elevators and ordered the Union Pacific to desist for two years from paying any allowance to Peavey & Co. on their own grain received into any of their elevators at Kansas City and Council Bluffs that is not reshipped out of these elevators within ten days after received, and to desist from paying any allowance to Peavey & Co. on grain belonging to them, or in which they have any interest, that has been mixed, weighed, treated or inspected in any of their elevators at Kansas City or Council Bluffs.

It was the judgment of the commission that the reduction, under a previous order of the allowance, of 1½ cents per 100 to ¾ cent, did not reach far enough and did not suffice to cure the discrimination in favor of Peavey & Co.

The trade has always looked upon the elevation allowance as a species of rebate which served to give the recipient an advantage over others, but the Commission not being familiar with the intricate manipulations of the elevator man has been content to consider the allowance a just compensation for service rendered. It would be somewhat embarrassing for the Commission to reverse completely its former stand on elevation allowance so it starts to do away with all elevation allowances by ordering one road to desist for two years. Simple suspension will also make it much easier for favored elevator men to give up. The hope for resumption of the rebate two years hence may afford them some consolation.

If elevation allowances are granted any elevator operators, all should have it, and if carriers can justify an allowance for the prompt unloading of cars at terminals why not pay a loading fee to elevator men at country points for prompt loading of cars? At present the scooper who uses the grain car as a warehouse gets the same rate on his shipment as the elevator man who provides at his own expense a permanent warehouse for all kinds of bulk grain and keeps it open the year around for the accommodation of farmers having grain to market.

It is doubtful if any railroad will dare continue to pay elevation allowances in the face of the new order in the Peavey case as the Commission seems now to recognize that unlawful advantages may be enjoyed in ways that do not involve the direct payment of rebates and it says that under the contract between the road and the Peavey Company, the allowance made under the conditions cited "amounts pro tanto to a contribution by the Union Pacific to Peavey & Co. of the cost of securing the commercial benefits growing out of the mixing, treating, storing, weighing, or inspection of their grain, and is a preference, and, therefore, unlawful."

Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

WANTS GRAIN SACKED IN BAGS OF EVEN WEIGHT.

Grain Dealers Journal: Will readers of the Grain Dealer's Journal please give me the name and address of an elevator company which packs grain such as oats in 100-lb. sacks. The desired information will be appreciated.—T. P. Scott, Avonmore, Pa.

CONSTRUCTION AND CAPACITY OF STAND OF ELEVATORS.

Grain Dealers Journal: In reply to M. Young & Co. of Winterset, Ia., we would say that for a stand of elevators 50 ft. high, carrying 6x11 buckets on a 17-in. rubber belt, the speed of head pulley should be 34 revolutions per minute, the diameter of head pulley should be 42 inches, the cut-off or discharge should be 12 inches above bottom of pulley, the buckets should be 12 inches apart on belt, and the actual working capacity of such a stand of elevators should be 2,000 bus. per hour.

Why have the rubber belt 17 inches wide when 12 inches would do?—Skillen & Richards Mfg. Co.

DIRECTIONS WANTED FOR USE OF BISULFID.

Grain Dealers Journal: Please pardon one who does not file all his Journals and give him directions for using carbon of bisulfid for exterminating weevil.—Chas. B. Wing, Mechanicsburg, O.

Ans: Weevil in grain can be completely exterminated with bisulfid of carbon.

Bisulfid of carbon is a nearly colorless liquid which vaporizes like gasoline, but is heavier than gasoline vapor, and hence sinks thru a mass of grain when sprinkled on top, permeating thru to the bottom of the bin and the corners. Its suffocating vapor is sure death to all insects, rats or mice.

Bisulfid of carbon has the advantage over other deadly gases that it does not in the least injure the grain, feed or flour on which it is thrown. No traces of its use are discoverable, and the strong odor soon disappears.

The best mode of application is simply to pour the bisulfid over the top of the grain; the quantity to use depending on the tightness of the bin and the amount of grain. In any case 1 pound of the bisulfid to the ton of grain will be sufficient. After pouring on the liquid leave the bin or building closed over Sunday for the vapors to act. On Monday morning all the weevil will be dead.

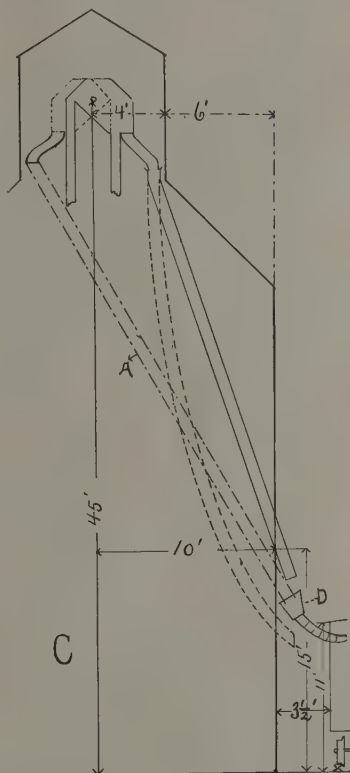
The vapor of bisulfid of carbon is as explosive as the vapor of gasoline when mixed with air. Consequently no light must be brot near after the can of bisulfid had been opened, to escape a fire. Care should be taken to avoid breathing the gas, tho no ill effect will follow an inhalation. All lights and fire should be kept away until fresh air has been admitted and the fumes dissipated.

Bisulfid of carbon is sold in quantity at less than 20 cents per lb., a very effective grade known as "Fuma" bisulfid of carbon being sold at 10 cents in cans of 50 lbs. or more.

FALL REQUIRED FOR LOADING SPOUT.

Grain Dealers Journal: I have been very much interested in reading the advice given Mr. H. E. Roberts in the Journal June 10 in regard to his loading spout.

A curved spout such as Mr. Franklin suggests would remedy the trouble, but is not always practical.



Good and Bad Placing of Loading Spout.

' If Mr. Roberts will change the angle of his spout to that represented by A in the diagram herewith, his spout will load, as 30 ft. is conceded by builders to be sufficient.

His previous trouble was the abrupt turn made by his flexible spout, which caused the oats to rebound and lose force at D. However, this method will necessitate changing his discharge hopper above.—A. M. Brooking, Norman, Neb.

IS SPECIAL EQUIPMENT NEEDED FOR SEED CORN PLANT?

Grain Dealers Journal: It is our intention to install complete mechanical equipment for preparing seed corn for market and we would appreciate any suggestions our brother dealers can give us. Is there a seed corn machine made which is especially equipped with a combinator of screens, fan and valves for making a perfect separation? Has a corn grader been perfected which will classify kernels by size so as to insure planters dropping uniform number in each hill? Any sug-

gestions or information will be thankfully received by—Seed Corn.

Ans.—Most of the seed corn now placed on the market by the leading firms making a specialty of seed corn is in the ear and packed in slatted boxes.

BUYER DISCOUNTING ON UNOFFICIAL INSPECTION.

Grain Dealers Journal: I sold a car of oats to go to Memphis, terms 1c discount if No. 4. The oats graded No. 4, and track buyer sold the carload to an elevator concern which when the oats were unloaded found a pocket of corn.

Without calling in the inspector and having the car re-inspected the superintendent of the elevator declared the oats no grade, with a discount of 2½c. My elevator man said that in the bottom of one of my bins was some corn, not over 3 or 4 bus.

I have their letter stating that superintendent sent in his report that oats were thoroughly mixed with corn. On the contrary the inspector's report does not show that any corn was found; therefore it goes to show that things are not all O. K.

Should I stand the dock? It seems that this would establish a precedent that inspectors are not to be considered in settlement. Such an occurrence has never before come up in my knowledge and I have never read of any proceeding similar to it.—R. C. Parks, Kirksville, Ill.

DOES PURCHASE OF GRAIN ENTITLE BUYER TO BILLING PRIVILEGES?

Grain Dealers Journal: We would like very much to have the views of Journal readers on the following:

A sold four cars of wheat to B for 91 cents, A's track, same to be shipped to B's station. A has two stations and the rate from each to B's station is the same. In filling sale, A shipped two cars from station at which he made his headquarters, and two cars from his other station; the latter being shipped to A's headquarters and cleaned, on their way to B's station. A used the billing on two of the cars.

When B ordered the wheat shipped, he had it billed via station X over a new route to station Y, before it reached B's station. Buyer had to use one more billing on the two cars, which A had transferred at his home elevator. After B had finished unloading he made returns on the four cars to A.

Sometime later, buyer discovered that the privileges on two of the cars had been used before the wheat was converted into flour. Buyer claims that seller had no right to use billing on any of the cars and asks seller to refund the original charges from A's branch station to A's headquarters where same was cleaned and transferred. Now the rates from both of A's stations to B's station are the same. The buyer did not demand flat billing when he bot the wheat, and having bot many cars of wheat from A, on which one billing had been used by A, B surely had knowledge of the fact that A operated two stations. Formerly, wheat sold by A had been shipped over the old road direct to B's station. The question is, had A the right to use one privilege of billing on two of the cars when B did not demand flat billing on any.—Lorenze, & Geis.

Ans. It would seem that inasmuch as A sold grain only, he was entitled to use billing as suited his pleasure and convenience.

29th Annual Meeting Ohio Grain Dealers' Association

The twenty-ninth annual meeting of the Ohio Grain Dealers Ass'n, the best ever held both in attendance and character of program, was called to order by Pres. A. B. Beverstock at 10:40 Wednesday morning, July 1, in the Auditorium at Cedar Point, O. Eighty-four dealers and visitors were present.

The meeting was opened by the introduction of J. W. Ryan of the Cedar Point Resort Co., who gave a short shirt sleeve address. He said:

We are glad to see the grain dealers of Ohio here and hope we have many rays of sunshine in store for you. We are going to make your stay here as pleasant as possible. We will admit you free to the comic opera this evening, and the ladies shall have a ride on the lagoon. Your hedges also will admit you to the dance hall after the show. Gentlemen, we are glad you are here.

Pres. Beverstock: I will ask Mr. Grimes to reply to Mr. Ryan.

H. S. Grimes: I believe I can safely say as Mr. Ryan says that there is much pleasure in store for the grain dealers here. Perhaps if you don't feel that way now you will before you leave. I hope we will hold all Ohio conventions henceforth, at Cedar Point.

Pres. Beverstock then read his annual address as follows:

President's Address.

It is highly gratifying to see this splendid gathering of representative dealers in grain; not only the representation from our own state but the gentlemen who come over the line from nearly all points of the compass to be with us on this, the occasion of our 29th anniversary.

To all we extend the glad hand of association greeting, and when this meeting is a thing of the past and we have returned to our homes, may each and every one of us be able to say, "It was well to be there." This will be the case if each member will do his duty and I consider the first duty we owe the Ass'n is to attend every session and every minute of every session of this convention.

In my public school days, I remember of a certain grammar school teacher making a plain business statement to the effect that, she would be responsible for the successful passing of examinations at the end of the year, if we were present every day. That teacher made good, and so did every scholar in that school.

Our acquaintance and frequent association is the best means of eliminating the selfishness of competition. Your presence here today emphasizes your interest in association work and is an acknowledgment of the fact that our business is benefited by co-operation. We must bear in mind that an association of this kind is and will be exactly what we make it, and I believe the time has now come when the Ohio Grain Dealers' Ass'n should no longer stay in the background. Instead of being on the defensive for the protection of our members, I feel that we should assume the aggressive.

If we weigh our achievements with the advancement made in other state organizations we will be found wanting even tho we possess every qualification for being more effective than we are at present.

I have suggested one or two plans during the past year one of which was appointing a vice-president for each county to have it his duty to get all dealers in his county to join the State Ass'n and help in the collection of dues, but it did not appeal to some of the other officers, and I may have been mistaken about the time being opportune for such an advanced movement to be inaugurated.

The admission of hay dealers: There has been some talk of a State Ass'n of Hay Dealers, which may be one of the organizations of the near future. As a large percentage of grain dealers are dealers in hay it would no doubt be satisfactory to them. If we can double or treble our present membership by the acquisition

of hay dealers, it would place us in a position to render valuable assistance to a large percentage of our present membership and by increasing our membership, give us sufficient funds to pay our Secretary a salary that would warrant his giving more of his time to the work of the ass'n. I am thoroly convinced that we must have more local organizations than we have at present to make our state ass'n as far-reaching and productive of results as it should be. We should bear in mind that it is just as important for a state ass'n to have well organized and effective locals as it is for the Grain Dealers' National Ass'n to have well organized State Ass'ns.

The first cause of action against our present policy is that we haven't sufficient income from dues to make an aggressive fight against anything. We have four-fifths as many members as the Illinois State Ass'n and our annual receipts are only one-fifth as much. We are able to pay our Secretary only one-fifth as much as is paid the various Secretaries in several other states. There is no money for traveling over the State to organize new locals or encourage money into the pockets of its dealers than any other local Ass'n, but even it hasn't sufficient funds to pay car-fare for the Local Secretary. I earnestly hope that some plan may be devised that will accomplish this result without making it necessary to withdraw our financial support from the National Ass'n, and I fear that it may come to that if we do not move to dispel this general apathy that seems to be pervading our ranks.

Buying Clean Grain: The previous administration was conspicuous for its effort to promote the uniform grading of grain, and if this administration is to be conspicuous for anything, my desire is that it may be for disseminating the gospel of buying only clean grain. Now is the accepted time to make this crusade, as farmers will make slight resistance when the system is inaugurated, especially now while the seed is high and new. I do take advantage of an occasion to mention this subject, as I consider it one of the most important with which dealers have to contend, and you will therefore pardon me for mentioning it again. I refer to the plan of cleaning all wheat that comes to the elevator, paying only for the clean wheat and allowing the farmer to take home the screenings. When feed is low and wheat of low test any other plan of handling is suicidal. Forty years ago nearly every farmer in the country had a fanning mill and never thought of marketing his grain unless it was thoroly cleaned. Why should we allow this evolution to be backward instead of forward? It shows that we are retrograding. Times are changing, conditions are different, the National Policy of the country bearing the seal of the President is to adapt itself to the handling of business and affairs in an up-to-date manner, and the grain business must keep pace with this evolution. This has been a freak year with nearly everything handled by the grain dealer—oats a failure, corn a nightmare, and the handling of hay for half the year has been termed the act of a suicide. Those of you who have emerged from this conglomeration without loss are to be congratulated; and if there is anything to be found on the right side of your ledgers, you are entitled to a medal from this Ass'n whether or not you ever get it.

Too many dealers come to these meetings expecting to discover some of the devils and uncertain ways of grain speculation, and when they do not find them, are disappointed and indifferent. It is just this class of men who are still loaning grain bags, contracting for future delivery, and buying wheat without being cleaned. It is this very class that allows the farmer to dictate prices and we can't allow a load of grain to be taken past the elevator when it can't be bot worth the money. To

any one who may be laboring under such delusions, we can truthfully say that your condition will be materially benefitted by a better understanding of the fundamental principles of the trade.

My idea has always been to remedy the evils that lie in our power to remedy and not chase phantoms or shoot over the heads at benefits that can only redound to benefit our children or our children's children. It behooves us to do such things as will help our present condition. It therefore remains for us to take care of the minor troubles that are dissipating our profits, and if we do, I feel confident that the greater evils will take care of themselves. Of course if this Ass'n in its wisdom should devise ways and means of augmenting its exchequer, by getting more dealers to join, by increasing the dues, or admitting the hay dealers, then and in that event, and being fortified with ample funds, we might be in position to cope with some of the greater evils.

It is customary for the President of an Ass'n of this kind to present each of the subjects matters handled during the year, and to detail an opinion as to the best way of disposing of the same; but our Ass'n is peculiarly favored in a way that makes this unnecessary as we are fortunate enough to have a Secretary, who is connected with all of the kindred organizations, and who, in his official capacity in this position as Secretary of the Ohio Shippers' Ass'n, is in better position to give a synopsis of the matters of legislation, arbitration and railway affairs than it would be possible for the President or any other member of this Ass'n.

In conclusion, I wish to state briefly that twenty-nine years have rolled around since a little band of grain dealers met on an island in Lake Erie not far from this spot, for the purpose of discovering ways and means of bettering their conditions. The benefits of co-operation and ass'n were talked over; the evils as well as the agreeable features were discussed. The consensus of opinion was that a trade ass'n should be formed for the betterment of conditions pertaining specifically to the grain trade. The result was the organization of the Ohio Grain Dealers' Ass'n, which is now the parent of nearly 275 similar trade organizations. A number of the younger members, who met on that occasion are among our most active members today, but nearly all the older ones who constituted that little assembly have passed to the Great Beyond. But the movement they inaugurated and the good they accomplished for succeeding generations still lives and will continue to live in the grateful hearts of appreciative successors.

It remains for this splendid gathering today of the brightest intellect in the trade, composed of progressive, substantial and successful grain dealers, to keep the standard of this ass'n on a level with similar associations in other states as well as up to the standard of other trade organizations.

I believe this can be done, and if so, I bespeak for the future of this Ass'n a success so great that its achievements may be a fitting monument for the honored and revered members of that little band which met on Put-In-Bay Island nearly three decades ago.

H. W. Robinson: It appears to me that some of the questions discussed by our president are worthy of further consideration, and I therefore move that a special comite of three be appointed to consider the address and report on its recommendations.

Fred Mayer: I second the motion.

J. W. McCord: Those in favor of the motion as stated say Ave. Carried.

Sec'y-Treas. J. W. McCord reported as follows:

Secretary's Annual Report.

Our present membership consisting of members not in arrears for dues is made up as follows: Regular members 78, affiliated members 229; a total of 307 in good standing. We have in arrears for dues for not more than one year 13 affiliated members and one regular member. In addition to this we have in arrears for dues for more than one year about 30 affiliated members. Persistent efforts have been made to have all members in arrears re-instated, and unless they are re-instated within the next thirty days, I would recommend that they be dropped entirely from our membership and the dues of all the rights and benefits of the Ass'n.

The President has thoroly covered the details of the work of the Ass'n during the

past year. I will not transgress on your time by repeating the information he has given you. The work of the Ass'n has progressed very satisfactorily during the past year, we have been very active in all matters which are of the greatest importance to the interests of the Ohio grain dealer. We have been very active in promoting Agricultural Specials, several of which have been run for which we were responsible, the success of which can be attested to by the dealers operating along the lines of the different routes covered.

We were very active in Legislation both, State and Federal. We also took an important part in opposing the Government Inspection as provided for in the several bills which were before Congress during the past year, all of which failed of enactment.

We were unfortunate in not securing enactment by the General Assembly of Ohio of a Bill introduced by Sen. Gayman providing for an appropriation of \$5,000 for Agricultural extension work. This Bill with numerous other appropriation bills was defeated during the last hours of the General Assembly, not because it lacked merit but simply as a matter of spite-work on part of members who could not get their own appropriation adopted. We will renew our efforts in this direction at the next session of the General Assembly and believe that we will succeed in securing a liberal appropriation for this most commendable work.

The Chamberlain Bill enacted by the General Assembly of Ohio through the efforts of the Ohio Shippers Ass'n and it allied affiliated bodies, of which we are one of the number, has most excellent provisions. Section 31 of the Chamberlain Bill provides a remedy for the slow payment or non-payment of just claims of all character against railroads. You have been fully advised as to the provisions of this bill and I will not consume time in explaining it, unless there are those present who are not familiar with the terms of the bill.

Financial Report.

Balance on hand at the close of the year ending June 24, '07.....\$ 161.32

RECEIPTS FOR THE YEAR.

Rec'd direct from affiliated members 163 1/2 annual dues at \$3..... 490.00
Rec'd 66 regular membership dues at \$5 330.00
Rec'd affiliation dues from the Middle Ohio Grain Dirs Asso..... 97.50
Rec'd 5 regular membership fees at \$5 25.00
Rec'd for collecting 4 claims by the Claim Bureau of the Asso..... 32.68
Rec'd 2 arbitration fees—\$10 each.. 20.00
Rec'd for services in settling a disputed account between 2 members 1.00
Rec'd for assistance in publishing the Ohio list of regular grain dealers 5.00

Total receipts\$1162.50

DISBURSEMENTS.

Stenographer and extra office help\$195.00
Paid Secretary on account of salary 225.00
Paid 12 mos. office rent..... 60.00
Paid affiliation dues to the Grain Dirs. Natl. 328.00
Total amount paid for traveling expenses of the Secy., Pres., Ex-Pres. and members Agricultural Committee 160.02
Badges for two years..... 21.00
Postage 70.30
Printing and Stationery..... 68.13
Telegraphing, telephoning and expressage 8.92
Paid fees Arbitration Committee for two cases heard 20.00
Incidentals 2.90
Total Disbursements..... \$1149.27

Bal. on hand\$ 13.23

It was moved and seconded that report be adopted as read. Motion carried.

E. W. Seeds: There are many questions in which those present are interested and which I would like to see brot before this convention. I therefore move that a question box be instituted to be opened tomorrow by a comite of 3 appointed by the pres.

H. S. Grimes seconded the motion which was carried.

Pres. Beverstock: I will ask Mr. Seeds to appoint his own comite, he to be one of them.

C. G. Williams, Chief Dept. Agronomy, Ohio Agri. Exp. Station, then addressed the convention on "Better Corn Crops for Ohio."

Better Corn Crops for Ohio.

There art two parties directly concerned in the production of Ohio's corn crops—nature and the farmer. There are two other parties of which I also wish to speak, which perhaps exercise some little influence, or at least may have something to do in bettering the corn crops of the state—the Ohio grain dealers and the Ohio Experiment Station. These "four and no more" in the few moments assigned to me.

The party of the first part: While there are many things which make for, or against a good corn crop, the biggest influence of all is one which I suspect we are well nigh helpless in controlling—the weather. No one is better aware than you grain dealers that some years we have a might good corn crop and some years a mighty poor one, as a result of favorable or unfavorable weather conditions. Nature after all is the great corn grower. Corn breeders and corn improvers of all sorts cut a sorry figure when measured along side of her. For instance: Take the average yield of the so-called seven corn states in 1901 and compare it with 1902 and you

will find an increase in 1902 of almost exactly 100%. (I can lay no claim to being the cause of this handsome increase for I was not saying much about corn improvement those days.)

While Nature is the great corn grower and corn breeder, she is helpless without human nature. And so let us note some few things that man can do to co-operate with nature in bringing about the better corn crops we would all like to see.

2-The farmer's part: Drainage: A short trip over the Ohio corn belt will convince any one that the matter of better drainage would add several bushels per acre to the Ohio corn crop. Some sections stand in greater need of this, of course, than others. There is no investment that will yield so large a profit for some farmers.

Preparation of seed bed—A better preparation of seed bed would also add much to our yield. There are a great many acres in Ohio this season which were plowed late because of wet weather and caught by the dry weather before the ground was properly fitted, and the corn finally planted in a dry, lumpy soil in which it could not germinate, and as a result these fields have an uneven and an unprofitable stand.

Where the land has proper drainage I am convinced that the average corn grower stands in as great need of getting a move on, as any one thing. With too many growers it is always too wet to begin field operations until they awake some morning to find it too dry.

Too wet—then too dry
Makes some men ne'er try
'Till corn is knee high
In neighbor's fields nigh.

Then in sheer desperation
They start perspiration
Yes, vituperation
And cuss all creation.

"And there shall be wailing and gnashing of teeth" at the grain dealer; at the prosperous neighbor; at the government, and at God himself. Then have they turned themselves into a little hell of their own making.

THE REMEDY? Get a move on! Do things!

Choice of varieties—In any locality into which one may go I believe that, if the truth were known, a variation in yield of at least 40 percent would be found as between the most productive variety grown in the locality and the least productive, condition of growth, of course, being made the same. What better chance to improve Ohio's corn crop need be looked for? Selection and germination of seed—This is not the place, nor have I the time, to more than mention the opportunities for improvement offered by a more systematic selection of seed corn. It is in itself too large a subject for a paper before this association. I do think it altogether proper, however, to call attention to the good stand of corn in the state as a whole, this season, following upon the least satisfactory corn crop of recent years. When had we poorer corn from which to select seed than we had last fall? I can but believe



Waiting along the Beach for Supper at The Breakers.

that the word of warning sounded by grain dealers, farmer's institute workers, corn improvement associations, Agricultural College and Experiment Station, has resulted in this happy result. There was more rigorous culling of seed corn this year than ever before, and there were many times as many growers conducting the individual ear germination test as have ever conducted it before. It shows, gentlemen, what can be done by persistent effort, and it should encourage us all.

The Grain Dealer's Part: Dropping the corn grower, with this heavy word let me ask—what can you grain dealers do to help bring about better corn crops in Ohio?

Yours is the commercial end of the business. You stand between the grower and the consumer. You are a link in the chain which connects the producer and the world markets. Some farmers look upon you as "fixing" the price of corn. They are, of course, wrong. No set of men can fix the price of our staple crops. They may bear or bull price temporarily but only temporarily. The law of supply and demand is too universal in its application and far too strong to be repealed by any effort you may make.

There are some things, however, which you do. You fix the grade of the corn the farmer brings you. Some of you take the easy way of calling it all corn; of paying the cob and water grower as much per bushel as you pay the corn grower. You rob one for the benefit of another. You damn the farmer for bringing you squaw, immature stuff right while you are paying the same price for this stuff that you are paying for good corn.

I say "some of you." The "you's" who are doing this do not attend these meetings. You are paying the farmer for what he delivers. You discriminate between corn cob and water. And I want to say to you that this discrimination, this "square deal" will, in short order, put Ohio corn at the head in quality, as it now is in quantity per acre.

You, then can help on these better corn crops by paying each man for what he delivers to you and only for what he delivers.

There are many other helpful things which I can see that you might help the careless farmers of your locality to better seed corn; not by importations from a distance, but by keeping note of the best growers of the best corn in your locality and encouraging these men to save and properly care for larger quantities of seed; or if the grower is indifferent, buy and handle it yourself at a small margin.

You can also interest your people in the individual ear germination test, by furnishing them an object lesson at your own warehouse, and indeed you might not lose

anything to do as the Paulding National Bank of Paulding, O., did last spring. Make up a large number of germination boxes for free distribution, or sell them at cost.

You can co-operate with the local farmers' institute society in making a success of the special corn sessions and exhibits that are being held.

You can push the work of the Corn Improvement Associations—an association which is capable of doing a vast amount of good in this state by reason of its close contact with the individual grower.

You can continue, as you have done, to co-operate with the Agricultural College in the work of the agricultural train.

The Ohio Experiment Station: In conclusion, gentlemen, a word as to possible contributions from the Experiment Station.

I think were you to visit the Station and look over its work you would agree with me that its greatest contribution to "better corn crops for Ohio" is its demonstration of the cheapening of the cost of production by means of rotation of crops, together with its absolute proof that the yield of the cereal crops may be economically increased and the fertility of the soil likewise increased at the same time, by proper methods of fertilization and manuring.

Pres. Beverstock appointed the following comites:

Comite on Resolutions: E. W. Seeds, J. H. Motz, H. R. Heffner, C. H. Dewey, F. H. Tanner.

Auditing Comite: M. W. Miller, C. P. Bauman, J. C. Lantz.

Nominating Comite: P. H. Harsha, Fred Mayer, Jacob House, Jos. Coppock, Chas. Myers.

The comite to report on the presidents address was chosen as follows: H. W. Robinson, C. B. Jenkins, H. W. Kress.

The morning session was adjourned after announcement of comites.

Wednesday Afternoon Session.

Pres. Beverstock called the meeting to order Wednesday afternoon at 2 o'clock. He introduced A. G. McCall of the Ohio State Univ., who in the absence of V. M. Shoesmith addressed the Ass'n briefly on the subject, "Ohio Corn Improvement Ass'n.": I look for greatly increased yield in corn and oats in Ohio during the next two years. The increase will be

in quality as well as quantity which is even more important. That is the purpose for which the Corn Improvement Ass'n was organized in the state of Ohio. It has been hard to get the cooperation of the farmers which we must have. We had gone as far at University as possible, and it was up to us to provide some means of getting right at the farmers. We want a comite on organization in each county and each grain dealer to push the work in his immediate locality; get after the farmers and get them organized. Let the local ass'ns among the farmers elect delegates to the state meetings. We therefore want you grain dealers to support the local ass'ns as it will help you in your business.

A comite on Corn Shows has decided to hold a Corn Show at Columbus in Nov., the corn to be selected from grain shown at local shows held in each county just previous to state meeting. We have the work well in hand. Your ass'n has been kind enough to give us an opportunity to make an appeal for cash to distribute among the farmers as cash prizes. We ask your cooperation to help us out on premium list. You will be benefited by increased yield.

J. W. McCord: This is a matter of great interest to each dealer. The Lord helps those who help themselves and I think the time is here for us to help ourselves. This is a matter in which the farmers are slow to take interest, so it is up to the grain dealers to show the farmers how to make a profit in their business. The exact amount of cash needed is \$1,435. I think Ohio dealers ought, at least, to raise \$1,500. I am willing to start the list with McCord & Kelley giving \$25.00; I think track buyers ought to give more than individual members.

Pres. Beverstock: I think this is not the time to bring up this subject. I think the Comite on Resolutions should first have a chance to report.

H. S. Grimes: Surely every grain dealer is interested in this subject of corn improvement and the Corn Improvement



Some of the Grain Dealers' Wives and Daughters at Cedar Point Meeting.

Ass'n. I do think that the time has passed when the few should give to that which benefits a large number. I am in favor of a plan of assessment, by which each dealer who is a member of this ass'n will have to give \$5 to help this cause along. If we can pass a resolution assessing each member \$5 I think all will cheerfully pay it. Under the subscription plan only a few will pay and a large number will get the benefit.

F. H. Owen: As a member of the Corn Show Comite I think the movement should be supported, either by the plan of assessment or by private subscription.

Pres. Beverstock: We are now ready to take up questions from question box.

F. H. Tanner: I want to read a few statistics showing the improvement in the wheat crop in the last 50 years which Mr. McCall did not read. They show that the increase in the yield of wheat in the state of Ohio has been from 10 bus. per acre 50 years ago to 16 1/10 bus. average at the present time.

C. B. Jenkins: Mr. President, I think the time to raise money for the Corn Improvement Ass'n is while we are in the mood. Under the plan presented by Mr. Grimes not 1/2 the dealers will respond. There are a number of track buyers and progressive grain dealers here who are willing to donate, and the time to do it is now.

H. S. Grimes: Mr. Pres., I don't want to talk too much, but with all due respect to the opinions of the members here I believe if the question of giving to the Ohio Corn Improvement Ass'n is properly brot before the members they will respond. There may be a few who will not answer but they will be an awful few. I don't believe there is a grain dealer who is so mean, he wouldn't pay \$5 to benefit him-

self. It is a wrong principle to collect from a few to benefit the many.

E. W. Seeds: I would like to hear an expression from this body as to the best methods of raising \$1,500.

H. W. Robinson: I am in favor of Mr. Grimes plan but believe the proper time to bring up this subject is after the report of the Resolutions Comite, in the morning.

F. H. Tanner: I move that action on this matter be deferred until after the report of the Comite on Resolutions. Motion carried.

In the absence of Col. Homeguard, C. B. Jenkins addressed the convention on the subject, "Our Own Door Yard—Protection of Our Home Resources."

The keynote of Mr. Jenkins speech was to buy soft wheat flour of Ohio manufacturers. Ten years ago our country was confronted with a foreign foe. Congress, which had been divided upon every other question, unanimously appropriated \$50,000,000 to begin the war with Spain and you know the result. Today we are a world power because we stood shoulder to shoulder when the enemy approached. Ohio is about to be attacked by a foreign foe in our own country, and now gentlemen I am speaking on the subject of home consumption of home made flour. How many in the room handle flour? Hold up your hands. [About half those present raised their hands.] Our state raises the finest wheat in the world. Our No. 2 soft winter wheat can't be beaten. It is the finest in quality grown, and brings a premium in every market in the world. I am speaking now as a grain dealer for the farming and milling fraternity.

For years I have been trying to bring the farmers to a realization of the fact that every barrel purchased outside the

state is an injury to the state. If you grain dealers handle flour, handle Ohio flour. It is the finest in quality and I can prove it to you. We are coming to a stage where we realize our interests are more closely identified than ever. There should be unity between the farmer, grain dealer and miller. We should walk arm in arm. Handle the wheat of the Ohio miller and sell him your wheat when he will pay as much as the other fellow. If you will stand by the millers, you will have the threshermen's ass'n behind you for they are naturally interested in Ohio wheat. Grain men stand by your guns in Ohio. Our wheat is just as good as you can find anywhere. Make your people more prosperous and keep your money at home.

H. S. Grimes proceeded to defend nobly Portsmouth, and at the close of his encomium, Jos. Timmons read an address upon "Our Next Door Neighbor, the Hay Dealer."

Hay; Locals and Scoopers.

The subject which your President has assigned to me for discussion is "Our Next Door Neighbor, the Hay Dealer." This title would seem to imply that I must necessarily confine my remarks to the hay industry, but as a large proportion of hay dealers in the producing territory also handle grain, it can be taken as granted that both industries are very closely identified with each other. Indeed, the two branches are so directly related that when The National Hay Ass'n meets in this hall the last of this month, every grain dealer throughout the country should arrange to be present in order to meet hay dealers from every part of the United States.

The season which is just closing has been the most disastrous to shippers of hay of any within my knowledge. It has been characterized by a steady declining market since the middle of last November. This together with an accumulation of stock on hand and the crop underestimated should give cause for no wonder that all



Ohio Grain Dealers Descending from Convention Hall at Cedar Point.

hay shippers have lost money. Statistics show that the consumption of hay during the past year was fully one-third less than the year previous. Various causes are assigned. Some claim that automobile is one factor, others that the general stagnation in all kinds of business over the country is the principal cause. Both reasons are, to some extent, correct, but the automobile has evidently come to stay, and I do not believe that it alone has much influence on the consumption of hay in face of the fact that horses never were higher in price nor in better demand.

Hay never was so low at this season of the year and indications point to still lower prices. Now, with a bumper crop just being harvested, the outlook is not flattering for high prices. And the only safe way is to buy it worth the money or leave it alone.

Being a member of both Hay and Grain Ass'n, it would seem to me that if a man has a grievance this is the place to make it known. We have four district associations in Western Ohio. All these are auxiliary to and pay tribute to the state Ass'n. It is my fortune or misfortune, which some of my neighboring elevator men share, to be located on the border of two of these ass'ns—the Miami Valley and the Middle. The Secretary of each of these ass'ns sends out his respective bids which invariably do not correspond, and, as a result, we have been compelled to withdraw from both Assns and to take the middle of the road or to be like the poor old father who lived on the border of Mason's and Dixon's line. At the commencement of the Civil War the old man had two sons both of whom were very dear to him. One joined the Federal Army and the other went to the support of the Confederacy. In one of the great battles of the war both were killed. The broken hearted father repaired to the battle field, gathered the remains of his departed sons and deposited them in the family burying ground. Over their graves on the monument he, neutral to the last, had this inscription carved: "They both gave their last measure of devotion to their respective flags. They both fought for what they thought was right, but God Almighty only knows which one was right."

It is the same way with us men down in the Ohio district. To speak plainly, we are "between the devil and the deep sea." Of course you are now only listening to the opinion of one man, but that opinion is based on bitter experience. District ass'ns should be abolished as they are an expensive incumbrance to the grain man and confer on him practically no benefit. Of course in this gathering I expect there will be some who disagree.

Scoopers: The matter most important and the one which causes the legitimate grain buyer in Ohio more trouble than anything else is the "scoop-shoveler." This fiend in human shape is liable to appear in your town almost any morning after the new crop has commenced to move; and, equipped with a couple of scoop shovels, a freight car and a Sears-Roebuck scale, plunk himself down near your elevator and start to do business. When he finally gets his car loaded, in nine cases out of ten, some member of this Ass'n either in Toledo, Columbus or Cincinnati, will buy it and pay him as much as if he were a legitimate dealer. When you trace it down, you will get the doleful reply that the buyer did not know the shipper was a scoop-shoveler.

You have members in good standing in your Ass'n who do this not once but many times, and in fact make most of their money in this kind of trade. I say these things because they are true and because I consider the floor of this convention hall the proper place to say them, and I am not afraid of any one here contradicting this statement. This cankering sore is eating into the vitals of nearly every legitimate grain buyer in Ohio and radical measures should be taken to abate this nuisance. It is within the bounds of this Ass'n to take this step by disciplining its members and by compelling them to steer clear of this class of trade. I am not criticising any one in particular but "let them who are not guilty cast the first stone," for certainly, unless this Ass'n purges itself of this class of members it will eventually become a dead letter.

The scoop-shoveler in Ohio is causing confusion to the legitimate dealer in grain, and when the season's rush is over he picks up his Sears-Roebuck scales and goes to parts unknown. He is conspicuously absent when the assessor comes around. Shakespeare wrote, "A little fire is quickly trodden out, which being suffered, rivers can not quench."

Protect your own membership by helping to kill off these parasites.

E. W. Seeds proceeded to read the questions taken from the question box. The first one was:

Could a lower grade of grain be delivered on a contract at a differential in Toledo? E. W. Southworth was called upon to answer the question: The miller wants a lower grade, but we have to make the grade to suit everybody in all the states as well as the exporter. I would say "Yes" for the state of Ohio. If you ask me whether I am in favor of taking lower grades on contract I am not ready to say. Let me think it over.

2d. Shall interest be paid on drafts on consigned grain or grain sold shippers track? Why?

Fred Mayer: In answer to the first part of the question in my opinion I should say interest should not be paid on drafts on consigned grain. In answer to the second part of the question will say I don't believe interest should be charged on grain but your track. Let the buyer figure the interest in the bid.

3rd. What recourse has shipper on railroad for delayed shipment of grain?

E. W. Seeds: There are innumerable decisions in favor of the shipper. If your goods are delayed you have a good legal cause for damage.

J. W. McCord: Four or 5 years ago this trophy [a silver cup] was purchased to stimulate interest in the work of the local state ass'ns. The Middle Ohio Ass'n is the only one which has remained faithful to the state Ass'n. Now the cup has been returned to us with the request that we make disposition of it. Shall we stick to the original purpose for which the cup was purchased and award it to the ass'n with largest delegation here.

It was moved, seconded and the motion carried that the cup be handed over to the Middle Ohio local for the ensuing year. Adjourned to 9:30 a. m., Thursday.

Thursday Morning Session.

The morning session of the grain dealers convention was called to order at 9:30 by Pres. Beverstock, who introduced J. T. Todd. He delivered an address on "Tracing Freight" printed in the Grain Dealers Journal, June 10, page 702.

Pres. Beverstock: Gentlemen, I want to congratulate you as well as myself upon the fact that we have with us the

Pres. of the Grain Dealers National Ass'n, Mr. Crawford of Reynoldsville.

[A voice] Mr. Reynolds of Crawfordsville. [Laughter.]

Mr. Reynolds read a very excellent address upon "Uniform Grading of Grain" which evoked much applause. It is published elsewhere in this number.

At the close of Mr. Reynolds' address E. H. Culver, Chief Inspector at Toledo, O., arose to a defense of inspectors, and other questions which Mr. Reynolds handled very pointedly.

E. H. Culver: Gentlemen, I want to speak to you as President of the Chief Inspectors' Ass'n and defend them from what I believe is unfair criticism. Seven years ago the inspectors of this country met to devise methods for uniform grading of grain, and ever since that time they have been working to that end. I think it is unfair for Mr. Reynolds to criticise the inspectors, who have the laws laid down to them which they must obey or pay the bill. When we met at that meeting we said uniformity was right, and now I see Mr. Reynolds has got around to our way of thinking. There are only three markets against uniform grading now. At the Uniform Grade Congress in Chicago 26 inspectors drew up a set of rules, we fought for them and got them thru. But so long as the present spirit exists we can't get uniformity. All inspectors want uniform rules. It is necessary to have 133 rules for grain, wheat that the gentlemen mentioned. Twenty years ago the soil in this country was virgin and we used to get 59-63 lb. wheat. Last year we got 58 lb. wheat. Of course the inspector was to blame for it.

Is the inspector to blame because the farmers are raising different grades of wheat? I claim the inspectors of this country are just as fair a body of men as you will find any place. Some of them have been condemned. In my own market the inspector has nothing to do with the rules for grading. Toledo rules are based as nearly as possible on a parity with other markets of the country. We could not adopt Uniform Grade rule on rye and oats.

I think the least number of grades we have the better. I am in favor of 1-2-3-4 and sample. Wheat which is now 2 I think should be 1; 2 should be export grade of 57½ lbs. I think the millers' grade and export should be kept sep-



Mr. Stewart Took the Ladies for a Launch Ride.

arate. Foreigners buy only 10% of our wheat, why should they receive first consideration?

Mr. Reynolds charges that no inspector could change places with any other inspector and carry on his grading, without consulting the rules of the market. I can exchange places with any of them tomorrow and don't need any rules to follow either. I want Uniform grading. All the inspectors in the country desire it.

I just wanted to say a few words in defense of the inspectors. I claim there has been an advance in methods of inspection. The inspector is now going into the field to see the grain, tracing it from the field to the country elevator and thence to the seaboard. Climatic conditions do not affect the grading of grain if the inspector knows his business. Gentlemen, I thank you.

The report of the comite on the President's Address was read by W. H. Robinson as follows:

Special Report on President's Address.

Appointment of county Vice-Presidents. It is the consensus of the committee that the field is not broad enough to encourage proper interest, and accomplish effective work. But we do recommend the division of the state into districts by the governing board of the state organization.

Admitting hay dealers to the state Ass'n and extending the work to this class of the trade, to our mutual benefit, the committee unanimously endorses.

More effective work of local associations. We believe the adoption and putting into effect the above recommendations will result in more effective local work.

Insufficient funds to properly carry on the work of the state Ass'n was next presented for our consideration. In our secretary's report yesterday, we learned that our state organization has been collecting about \$900 annually for the purpose of carrying on its work, or, an average of about \$10 per county. It is estimated that we have about 900 grain dealers in our state making an average of about \$1.00 apiece. It is ridiculous to expect effective work from such an insignificant amount.

We believe that our constitution should be revised in such a manner as will authorize the collection of a sufficient amount of revenue to give to the dealers of Ohio equal advantages with similar organizations in other states.

Support of the Grain Dealers' National Ass'n as mentioned in this report, we realize the necessity of the adoption of the foregoing recommendation, if we continue our relations with that body. We beg to call your attention to the liberal support given to the National Ass'n from the small revenue collected. Under the old Hebrew Law but one-tenth was required and under our organization we have been contributing eight-tenths, yet this is a mere pittance compared with what we should give toward this organization. We therefore not only recommend but call your attention to the necessity of raising more funds for the prosecution of this work. In view of this, it will become obligatory for the governing board to devise ways and means for increasing revenue in a just and equitable manner, according to the benefits to be derived. And that it is our purpose in making these suggestions that we do not merely resolute, but act.

Harry W. Robinson (Chairman).
Harry W. Kress.
Chas. B. Jenkins.

F. H. Tanner: One section recommends that hay dealers be invited to join this ass'n. I believe it will be a mistake to adopt that section. There may be ass'ns as the miller for the miller, the hay dealer for the hay dealer. Then let us make the grain dealers ass'n for the grain dealer.

H. S. Grimes: I agree with Mr. Tanner. Yesterday a great deal was said about the scoop shoveler. Now if you take in the hay dealer you will get the scoop shoveler very often, and then you will not know what to do with him. I move as an amendment that that portion applying to hay dealers be eliminated from report.

Motion to amend was carried.

J. W. McCord: There are a great many here I know, who don't know how this Ass'n is organized. It is according

to the home rule plan. This state ass'n takes charge only of the very important state questions that come before dealers, while we let the local ass'ns take care of local affairs. Ohio dealers are spending as much for association work as Ind. or Ill. Jenkins Ass'n and the Miami Valley is spending a lot of money. Their dues are very high. And while it does not look as if the state Ass'n was doing so very much, yet most of us agree the present plan is satisfactory by allowing each ass'n to handle its own affairs.

C. B. Jenkins: The local ass'n matter is the secret of the success of the whole thing. What we need is something to stimulate the local ass'ns. Mr. McCord makes a correct statement when he says we are spending lots of money. The local ass'ns must be supported loyally and I hope there will be dozens of Miami Valley locals spring up in Ohio.

E. W. Seeds, chairman of the Comite on Resolutions reported, by reading the following resolutions, which were adopted as read:

Favor Uniform Grades.

RESOLVED, that we the members of the Ohio Grain Dealers' Ass'n favor uniform inspection rules for all our grain markets, arranged in so far as possible on a definite percentage basis, so that scientific tests may be applied in case of dispute; and that we request and insist that the commercial exchanges of the country adopt and put in effect such uniform rules and grades at an early date, and further, that we are opposed to any system of Federal inspection or supervision of inspection, believing as we do that the men of experience engaged in the trade are better qualified to direct and manage the inspection of grain than any set of political appointees.

Resolved that it is the sense of this meeting that the shippers as well as receivers should be represented on the grain committee of every Board of Trade or Commercial Exchange.

Clover Quotations.

RESOLVED, That the Toledo Produce Exchange be and hereby is requested to



These Dealers Were Fined \$1 Apiece for Skipping First Session at Cedar Point Convention.

include the market price for No. 2, No. 3 and rejected clover seed in all newspapers where the price of prime is quoted.

Ohio Experiment Station.

RESOLVED, That we request the Ohio Experiment Station to extend in so far as possible the educational work in farm products they have so well begun by using the county farms for experimental purposes, and commend them most heartily for the work already done, not only in this line, but through the work of the special corn and alfalfa trains.

We also most respectfully ask co-operation with them of all boards in this state having control in any of the county farms in the several counties.

E. W. Seeds: We have had a great deal of trouble with the railroads about rates, the railroads taking the position that they are not responsible for rates quoted on B. S. L., so I hope you adopt this resolution:

Errors in Quoting Freight Rates.

WHEREAS, a ruling of the Interstate Commerce Commission has been made declaring that the only legal rate of freight and the rate which must be collected on a shipment, is the tariff rate, published and filed with the Commission, regardless of any rate that may have been quoted by the shipper by a properly authorized railroad official, in a bill of lading or otherwise, and whereas such ruling has resulted in material loss to shippers by misquoting of freight rates in bills of lading and otherwise, by properly authorized railroad officials, probably from carelessness and because they believe they are not responsible in any way to the shipper for loss because of a misquotation of freight rate, or improper routing of goods, under such ruling,

RESOLVED, That we, the members of the Ohio Grain Dealers' Ass'n request from the Interstate Commerce Commission by a ruling, or from Congress, through the proper legislation, some method of protection from such losses particularly when such quoted rates are part of a bill of lading contract.

2nd.—That we demand that the bill of lading contract rate be made inviolable when the error of quoting rate or routing the shipments, is wholly with the carrier or its properly authorized officials or employees.

3rd.—That the method of relief should be such as to fully protect the public and all shippers from discrimination by collusion between shipper and carrier in making erroneous bill of lading contracts and leave in full force all penalties prescribed against carriers for discrimination in any way.

E. W. Southworth: The day before I came here I received a ruling from the Interstate Commerce Commission on that question, which stated that ignorance of the law makes no difference. The only way is to put it up to your Congressmen, and you better do it right away. You can kick all you please but Congress is the only thing that can do you any good. It will be very easy to strike out that phrase relative to the Interstate Commerce Com'n. Mr. Seeds will you please read it?

J. F. Courcier: Think the proper thing to do is to take up this question and fight it out.

E. W. Seeds: I am inclined to think resolution is in best form now. I believe Interstate Commerce Com'n can find a way out of it.

H. S. Grimes: Gentlemen, I am very familiar with the situation having had a great deal of correspondence about this question. My correspondence with Mr. Clark of the Interstate Commerce Com'n convinces me there is no possible way to eliminate this question. Congress went over the matter very thoroly and found it opens up a way for rebating. There is no possible way that I can see to hold the railroad responsible when an agent quotes the wrong rate. I don't see the use in adopting that resolution.

... Question was called for and viva voce vote was taken. Chair decided resolution had carried. Rising vote was called for

and 10 rose to favor the resolution while 19 opposed it. Resolution lost.

E. W. Seeds: I think the Ass'n has acted very foolishly. We've lost as high as \$15 a car because agent quoted us a wrong rate. I think Interstate Commerce Com'n could find a remedy.

The following resolution of thanks was unanimously adopted by the convention:

Resolution of Thanks.

RESOLVED, That we desire to express our appreciation of the services of our officers and committees during the past year and hereby tender them a vote of thanks.

H. W. Robinson addressed the convention on the subject, "Agricultural Specials" from which we take the following:

Agricultural Specials.

The Agricultural Special is but one of the progressions in the development of farming so characteristic of all American institutions and industries. Education in many of the sciences and arts has been carried on almost from the birth of our nation, demanding special schools of training with the most efficient talent, but we only leaf back over the pages of comparative recent history to find agriculture being recognized as one of the sciences and demanding attention. However, it may be truly said that no science has ever made as rapid strides in development as has this one.

Agricultural Specials were first introduced by the Agricultural Colleges of Iowa and Nebraska in 1904. I was unable to collect data on the Iowa work, but thru the kindness of the deans of the Illinois, Kansas and Nebraska Colleges I learned something of the work as it has been carried on in these states. Owing to the broad agricultural possibilities of the West and the wonderful opportunities for development in this bounteous new territory, I have found the undertaking has been carried on much more extensively in these states than in Ohio.

At the annual meeting of the Ohio Grain Dealers' Ass'n, held at Put-in-bay two years ago, a resolution was offered and

adopted, providing for the appointment of a standing committee to be known as the Ohio Agricultural Experiment Station Committee. It was created for the purpose of co-operating with the State Experiment Station and Agricultural College for the accomplishment of any work that might appear to be of common interest. Realizing the benefits of agricultural special trains, such as were reporting extravagant results in the states I have mentioned, the committee turned its attention to the work in Ohio. The Agricultural College and Experiment Station, already knowing the value of such a work, were quick to join in the undertaking. They presented the matter to several of the railroad companies operating in the state, and after investigation they also joined in the movement; thus the trinity forming the so-called "Agricultural Special." Uniting efforts thru this channel promised to result in mutual benefit; first, to the Station and the College, because it is within their mission to give the farmers of Ohio results of experiments together with system; and next, because systematic farming would result in an increased production of crops and consequently a greater volume of business for the grain dealer and thus more for the railroads.

The first Special was run during the last three days in 1906 thru the central part of the state and during the months of January and February, 1907, two more were operated thru southern Ohio.

During the past winter three trips were also made; the first one over the C. H. & D. Railroad thru the western part of the state; the next over the N. & W. thru southern Ohio, and the last over the T. & O. C. lying between Toledo and Columbus.

The Special is generally made up of a baggage car, two or three coaches for lecturing purposes and a café car. The party accompanying the train is made up of from four to six instructors from the two state institutions, officers and members of the committee from this Ass'n, and usually a number of railroad officials. The State Board of Agriculture also has participated in this movement by furnishing one or two state lecturers who with the professors from the two institutions take charge of the lecture and instruction work; and the Ohio Grain Dealers' Ass'n

The Bathers.



At Cedar Point, O., July 2, 1908.

thru its representatives takes charge in general; while the railroad officials assume the role of host.

About eight thirty to forty-five minute stops are made daily. The average attendance at the meetings during the past winter was good, the audiences varying from seventy-five to five hundred. Whenever we were greeted by a smaller number of farmers we could attribute it to various reasons, such as inclement weather, the unfavorable part of the day for country people to get away, failure on the part of railroad agents properly to distribute the advertising matter forwarded to them, and last, but not least, to the indifference on the part of the local grain dealer who should have taken (and in most instances did take) the active lead in awakening enthusiasm.

A very marked characteristic of the meetings was that the attendance was made up mostly of persons directly interested in the discussion. In evidence of this, allow me to sight you to the fact that it was a difficult task in nearly every instance to clear the trains when the time was up to leave for another stopping point.

The work of the Ohio "Specials" thus far has been turned to the subjects of corn and alfalfa. It was the unanimous opinion of those in charge of this experiment that these crops offered the most favorable topics from which to gain marked results. With but few exceptions we found a large percent of those attending the meetings interested in corn rather than alfalfa. Our first impression in accounting for this was that the trains were operated thru the corn belts; but we are told that alfalfa is a most favorable routine crop with corn. Thus we can only conclude that the farmer's interest was with the crop that has been making his bank account, either directly or indirectly, rather than with its accessory, alfalfa, which is comparatively new.

Results: In passing to the results to be derived from the Agricultural Special we can but say the interest it has awakened has been beyond expectation and most gratifying to those who carried on the work. Like unto the great work being done by our Agricultural College and Experiment Station, it takes time for the planting to mature in its full ripeness. Since referring to these two state institutions, in a comparison I want to say that the struggle which they have undergone in the accomplishment of a noble purpose can never be fully realized and appreciated until we have their harvest in the next generation, not in a slavish peasantry but in scientific farmers.

John F. Courcier, Sec'y Grain Dealers' National Ass'n, was called upon. He read

a paper on "The Country Grain Dealer and the National Ass'n," which is published elsewhere in this number.

E. W. Seeds read the following on "Legislation for the Grain Dealer, and Ohio in its Relation to Thru Rates on Grain":

Legislation.

As American citizens, we are all interested in our law-makers, both state and national, and what they do. And this not only from the standpoint of the general welfare of the country and its people politically and morally, but from a business point of view as well, not only general business, but our business. The work of legislative bodies in these latter days pertains much more to specific matters than formerly. The days of glittering generalities in legislation seem to be past and the people want more definite and specific action.

The very large interests of the country, notably the financial and transportation interests, probably began this sort of thing, keeping always closely in touch with the law-making bodies, through paid agents, who were always ready to explain and suggest with reference to any action proposed which would effect the well being of their employers.

Special legislation along industrial lines and for the benefit of protection of special industries or lines of trade, has so spread over the country until now, in these days of general organization, there is necessity for the grain trade organizations to keep in as close touch as possible with the law-making powers of the state and nation, not for the purpose of obtaining special privileges, but to secure fairness in transportation and trade, and the proper protection of their rights and privileges as the handlers of grain products and I believe that your legislative committee, if it properly performs its duty, is the most important committee on the list.

The passage of the Hepburn law and particularly the Carmack amendment thereto, will serve as an excellent illustration of beneficial legislative action, and the Ohio Grain Dealers Ass'n had no small part in securing the adoption of that amendment, the benefits of which will amount to hundreds of thousands of dollars to the grain shippers of the country if the law stands the test of the courts.

This does not mean necessarily that the railroads should pay large sums to shippers for loss or damage to their grain, but the fact that the road on which the shipment originates is made responsible for the grain until it reaches destination, will

give you better service and consequently fewer losses, because of carelessness or negligence of the carriers. You can now get definitely at the matter of a loss and hold the carrier with whom you made your B/L contract responsible; whereas, under former laws everything was indefinite and you could get at no one.

In our own state during the past winter, a number of excellent bills of more or less interest to the grain shippers were introduced in the legislature, the only one of material value was enacted into law. This was the Chamberlain bill extending the powers of the Railroad Commission very materially, the details of this you are no doubt advised through the Bulletin of the Ohio Shippers Ass'n, issued June 1.

The bills introduced were not all good, some needed the knife, and your representatives were on hand to use it, and I think succeeded in every attempt where your interest demanded it.

Now whatever you want or need in the way of legislation for the protection or advancement of your business, ask for, through your representatives, but remember that there are other interests than yours and in all your demands be fair to them as to your competitor and the carrier; in fact, to any interest that can or may be affected by the requests you make.

A much more kindly feeling between shipper and carrier, and a greater regard for the interests of each other exists now than a few years ago, the result, as I believe, of the many conferences between them and the discussion of matters of interest to both. Many rough places have been made smooth, and many misunderstandings explained by these conferences, and each interest seems to have discovered that the other was not so bad as it had been painted.

Let us keep up these conferences in every way we can, cultivate a spirit of friendliness for every interest we come in contact with and go to the legislature only as a last resort, and when we can secure what is needed in no other legitimate way. You can do business much more pleasantly with friends than with antagonists. You get a favor from your friend, not from your enemy.

There are bores among railroad men, as there are also among the shippers, men who can see only their small selves and their own interest entirely regardless of anyone or anything else, but these are not the majority by any means, but a very small minority. As a general proposition, the great majority of the men engaged in either line want to be fair and do about what is right, and a discussion of any matter of difference by such men can only be educational. Each will assist the

New Officers Ohio Grain Dealers Association.



Director J. W. Channel, Melvin; Sec'y-Treas. J. W. McCord, Columbus; Pres. C. E. Groce, Circleville; Vice-Pres. M. W. Miller, Piqua.

other to a little broader view and this must result in closer relation, kindlier feeling, better and more satisfactory business intercourse.

I am decidedly for the conference every time, but when that fails go unhesitatingly to the higher power and fight for what is right.

The second part of the subject assigned me is also a species of legislation, as the railroads or their representatives after conference with each other, establish all freight rates, and as their action in such matters vitally affects our business it is only proper and right that we should consider the fairness and justice of their action.

There are many and varied circumstances, situations and conditions to be considered in the making of a freight rate, and I confess that I know but few of them, and I suspect that we all view the matter more from the standpoint of personal interest, than we would if it were our duty to make rates that would be fair to all interests affected thereby.

In our consideration of the matter today, let us remember that there is "another fellow" and that we all view the matter important to him as ours are to us. In other words, let us be fair in every way, ask nothing we would not willingly give the other fellow if our situations were reversed, and if we find we are imposed on or unjustly treated in any way, insist that whatever wrong there is be corrected and be persistent in our demands till correction is made.

On the other hand, if we find our interests fairly treated and properly protected, don't hesitate to command and give credit, where credit is due. A few bouquets along the way, serve to make the business path pleasanter and aids rather than detracts from your demand for what you believe is right, when necessary to ask for some change in established rates, rules or practices.

In the making of freight rates the mileage hauled is only one of the factors to be considered, but the one which we perhaps can see most clearly. How does Ohio stand on this basis, as regards other grain producing states? We all agree that the long haul should have a lower rate per ton, per mile than the short haul, hence the great difference in local and through rates.

As illustrating this, the rate on grain from Cincinnati to Columbus is 7c, a haul of 17 miles for each cent per hundred charged. On this basis the rate from Peoria to New York would be 60c per hundred a ridiculous figure certainly, but what you would have if mileage alone were considered.

The interests of business generally, as also the proper protection of all sections in the particular business under consideration, must be taken into account, so that if possible the whole business situation may be benefited by the conclusion reached.

Why the rate on grain from Columbus to Port Chester, N. Y., the first station out of New York, a distance of 653 miles should be the same as to Portland, Me., a distance of 980 miles, I can't see, but I have no doubt there are good and sufficient reasons for it, as all seem satisfied with the situation.

The following table shows the number of miles grain is hauled for each cent per hundred charged at present rate of freight between the points named.

	Rate For 1c	Miles Per
		Hauled, 100
Peoria to New York.....	1025	21½ 47½
Champaign to New York..	932	21½ 43
Chicago to New York.....	910	19½ 46½
Indianapolis to New York..	814	17½ 46½

Dayton, O., to New York.. 704 16½ 43
Columbus, O., to New York. 633 15 42
Pittsburg to New York.... 442 13 34
Cincinnati to Columbus.... 120 7 17

In this you will note a gradual reduction in number of miles hauled for each cent per hundred, as the length of the haul is reduced, the only exception being Champaign, Ill., which because of its situation on the eastern border of the very large Illinois territory, covered by the 21½c rate to New York figures miles hauled for each cent per hundred charged, as low as Dayton, O. This table is based on short line mileage and direct route, so that most grain shipping points in our state will show a larger number of miles hauled for each cent per hundred charged, than from the two Ohio points named.

Now viewing the matter from all points, I am able to suggest, it seems to me that the Ohio shippers and the grain growing territory in this state are fairly treated and their interests fully protected in the through freight rates now in effect, and that they are proportionally as low as they should be in justice to the "other fellow" located in Indiana, Illinois or west of the Mississippi.

Notwithstanding the agitation recently, in western Ohio and eastern Indiana, the proportional rates in effect from some of the general markets, to points east, are arranged with just as much fairness and as full protection to the Ohio shippers and Ohio grain as the through rates above mentioned. These rates are only a "proportion" of a through rate from the original point of shipment as their name implies.

While they are published and in effect under that specific name in only a few of the markets, they are actually in effect in all the general markets and at every reconsigning point in Central traffic association territory, and the man who tries to create dissatisfaction among shippers and antagonism against the railroads because of these proportional rates, only discloses his gross ignorance of the grain business and general shipping interests, or has some personal advertising scheme behind his action, and in either event, his suggestions are unworthy a moment's consideration by any man in the trade who has due regard for his reputation for fairness to his brother dealer or the transportation companies with whom he desires to deal fairly and pleasantly.

Such agitation on a false basis, only serves to place the grain shippers generally in a false position with the carriers and will serve as a handicap for them in matters of conference in the future, and is to be deplored for that reason. The cause of this tempest in a teapot is so ridiculous to the well informed shippers and carriers that the active parties therein are being laughed at for their position.

No man in Chicago, Indianapolis, Toledo or Pittsburg can get a car of grain into either point for use at that point except by paying the full published local rate on the grain to that point, nor can any man get a car of grain to any eastern point through either of the above named points without paying the full published through rate on the grain from original point of shipment. I make this positive assertion without fear of successful contradiction.

Cut out the proportional rates and you would destroy every general grain market in the interior of the country, Chicago, Toledo, St. Louis, Indianapolis, Cincinnati, Cleveland, Pittsburg, and all others.

Could Chicago pay a local rate of 5 to 10c per hundred in and then 19½c out to New York on grain from a point taking a through rate of 21½c, thus paying 3½c to 8½c per hundred for stopping the grain in

Chicago, or could Indianapolis pay 7c local in and 17½c out on grain from same rate points and thus pay 3c per hundred for the stop there, and the grain from the point in question must move from the original point of shipment through one or the other of these points if it is shipped direct from original point to New York.

What is the general market or point of accumulation to the trade to both buyer and seller? Are they necessities or not? Have they advantages to you as shipper and to the buyers as well?

Don't they furnish facilities to the trade you cannot? They furnish a place to take care of your surplus in the rush season, store, care for, and prepare it to suit the needs of the consumer and furnish it when he wants it. What would you do without these general markets to take care of your wheat during July and August or your corn during November, December and January?

These markets can't exist unless they have equal rates of freights with all other shippers and they can have these only by the use of proportional rates or through billing privileges, neither of which gives them any advantage of the country shipper, as they must pay the same freight on the grain through from original point as any other shipper and in addition must in some way provide for the expense of handling the grain while in their possession.

The report of the Nominating Comite was called for and C. M. Myers in the absence of Chairman Harsha read the report.

For Pres. Chas E. Groce, Circleville; Vice-pres. M. W. Miller, Piqua; Sec'y-treas. J. W. McCord, Columbus.

Directors: J. L. Doering, Antwerp; J. W. Channel, Melvin; C. P. Bauman, Canal Winchester.

H. S. Grimes: I move that all rules be suspended and the report of the comite be received and adopted. Motion carried.

A resolution of thanks to Pres. A. E. Reynolds and Secy. John F. Courcier of the Nat'l Ass'n was adopted.

E. W. Seeds: There are a few questions left over and I will ask Mr. Richter to answer them.

H. E. Richter: Would it be to the advantage of the grain dealer to have transit privilege, and milling in transit privilege abolished? Ans. No. There privileges keeps one market or one set of men from making prices.

2nd. Why are some grain men asking to have Ill. proportional freight rates abolished?

H. E. Richter: Because they don't know what they want. It's rank selfishness.

3rd. Is there a field for the Ohio and Indiana grain shippers traffic ass'n?

H. E. Richter: I say yes, there is! I think this Ass'n ought to have a traffic comite to look into traffic questions. You will find all the railroads are fair if you meet them in the right spirit. The traffic ass'n is on the wrong track now, but I hope it will get straightened out.

E. W. Seeds: I move that there be es-



Lake Erie's Rollers Were Enjoyed by Many.

established a standing comite of 3 members to confer on traffic matters. Motion carried.

H. S. Grimes and C. M. Myers were asked to escort newly elected officers to chair.

C. E. Groce: I accept the office of Pres. with profound thanks and with your hearty co-operation will fill the office to the best of my ability.

A. E. Reynolds: Gentlemen, I want to say right here for I have noticed a tendency to belittle the importance of your ass'n, that I don't think you need apologize for this ass'n. It has been my pleasure to visit many ass'ns and yours compares favorably with any of them. I wish also to commend heartily the spirit of Mr. Seed's address. I maintain the greatest danger which confronts the grain trade is the seeming determination to persecute the railroads. (Applause.)

F. H. Owen: Nothing has been done about the funds for the Corn show and as I am on that comite, I am anxious about it. We want to make the first corn show a success and I hope when you are called upon for an assessment you will faithfully respond.

H. S. Grimes: I move that it is the sense of the meeting that an assessment of \$5 be levied upon the members of this ass'n for the corn fair by a comite appointed by the president.

No action was taken on the motion.

J. W. McCord: I accept the office to which you have re-elected me with fear and trembling. I trust you will not be disappointed in my efforts.

Meeting adjourned sine die.

Convention Notes.

O. C. Gibson from Baltimore.

From Cincinnati: P. K. Gale, H. E. Richter and wife.

W. G. Heathfield told his friends a few facts about Buffalo.

Otto Waitzmann representing Rosenbaum Brothers, Chicago.

From the Ohio State Univ. A. G. McCall and F. R. Marshall.

From Cleveland: H. M. Strauss; Fred Abel and family; F. C. Cain.

The Seeds Grain & Hay Co gave away note books with their compliments.

E. C. Eikenberry and wife was the first

dealer to reach Cedar Point. He arrived June 28.

The railroad men were: O. Defenbaugh; J. S. Marks; J. T. Todd; F. H. Hysell; A. L. Gilmore.

Chas. C. Rubins of New York was in attendance. Basil Burns representing the Burns-Yantis Grain Co., Buffalo.

O. T. Boulton passed out plenty of circulars illustrating and describing Johnson's Grain Renovator and Dryer.

Literature and pen points in behalf of the Grain Dealers' Mutual Fire Insurance Co. were distributed by C. O. Peters.

It was demonstrated again that the bag question has not been settled in Ohio, for the dealers even used a bag for a question box.

A number of grain dealers who kept their wives in seclusion during the day appeared with them in the evening at comic opera.

P. E. Goodrich was working among the dealers in the interest of the National Hay Ass'n which will meet at Cedar Point July 28-29-30.

The Toledo Field Co., represented by G. A. Kregloh donated paper weights to the office equipment of a number of grain dealers.

The Model Milling Co., represented by E. M. Dull appealed to the vanity of its friends by presenting them with a neat pocket mirror.

Pittsburg was represented by F. L. Davis; D. B. Stewart, J. A. A. Geidel and wife; J. C. Moore and J. A. McCaffrey of Daniel McCaffrey's Sons Co.

Many grain dealers brot their wives with them. Others wished they had, while a few were so inconsolable in their lonesomeness they did the next best thing.

B. D. Heck representing the Philip Smith Mfg. Co., presented the dealers with a leather match box, celluloid court plaster case and a handsome pocket book.

Jos. McCaffrey didn't have time to take a bath in the lake so he improved the opportunity the generous down pour of the heavens gave him to thoroly lave himself.

Just as Sec'y Courcier got warmed up while giving his address the electric lights in the Auditorium flashed on. Whether it was due to a crossed wire or his magnetism has not yet been fully determined.

From Indiana: A. E. Reynolds, Crawfordsville; Matt Schnaible, LaFayette; C. B. Helm, Indianapolis; P. E. Goodrich, Winchester; C. S. Pierce, wife and children, Union City.

Fred Mayer gave his friends a huge cigar which he called Uncle Sam's hot shot. A number of them thought they were of the S. Q. or P. brand which is interpreted, spit, quit or puke.

Dealers who attended the opera given by the Colonial Company in their honor were happily repaid. A few humorists in the audience graciously added to the gaiety which came from the stage.

The machinery men were A. S. Garman, rep. Huntley Mfg. Co.; A. A. Croft; O. T. Boulton, rep. E. G. Isch & Co.; B. D. Heck of The Philip Smith Mfg. Co.; C. W. Franklin, rep. C. O. Bartlett & Snow Co.

Most grain dealers prefer to hear a man speak instead of read his address. But did they ever stop to consider that by watching closely as the leaves are turned one can tell when the last is reached, and then heave a sigh of relief that fully compensates for the monotony of the reading.

The next time Fred Mayer goes to Cedar Point, the Resort Company is going to meet him with a brass band, coach

and four. It's all because he travels with a trunk, and when he landed at the wharf there was no one to transfer trunk to hotel. He made the day clerk sweat blood, and the night man is still hiding because of this negligence.

J. W. Simmons and wife, H. W. Kress and wife, Jos. Coppock and family, father and mother, C. N. Adlard and wife and W. H. Persinger and wife, came to the meeting in automobiles. The distance covered previous to the convention by them was about 500 miles, and they expect to drive home in their machines.

Toledo was well represented by L. M. Burlingame, H. Philipps, wife and daughter; Abner Guiteau and W. H. Morehouse with W. H. Morehouse Co.; H. D. Raddatz, rep. John Wickenhiser & Co.; F. W. Rundell, rep. W. A. Rundell & Co.; C. E. Cameron; W. W. Cummings with The J. J. Coon Grain Co. also wife and daughter, Ruth; Archibald Gassaway, wife and daughter; G. A. Kregloh, rep. The Toledo Field Seed Co.; Fred Mayer and wife, J. F. Zahm & Co., E. H. Culver and two daughters; Chas. Knox, rep. Reynolds Bros.; Jesse Young, rep. the Paddock-Hodge Co.

The State University of Ohio has a zoological station at Cedar Point, the duty of whose students is to dissect and analyze the various animals which inhabit Lake Erie, or the insects which crawl upon the sand. During the grain dealers' convention the students happened to be assembled in class room when one of them noticed from the window a huge object floating upon the lake. Immediately the cry was raised that a soft water whale was in sight. The students and teacher bolted from the room and made for the water. Three or four grabbed long fishing poles, while a dozen or more siezed harpoons that are kept ready for just such an emergency. This monster was two hundred yards or so from shore but the dauntless students charged thru dashing waves toward the leviathan. Just as the monster had been surrounded it gave a snort and a puff. The thing rolled and the students caught sight of *Big Chief Culver* who had been sleepily floating on his back.

The Ladies

About sixty ladies added charm and interest to the meeting—more ladies than have ever attended a State meeting before.

The query is: whether Ohio men are prouder of their wives than others, or do the ladies more thoroughly appreciate the Ohio men?

Among those in attendance from Columbus were Mrs. Chamberlain, Mrs. McCord, Mrs. Myers, Mrs. Peters, Mrs. Seeds and Miss Strittmatter.

From Toledo: Mrs. Craft, the Misses Culver, Mrs. Cummins and daughter, Mrs. and Miss Gassaway, Mrs. Mayer and daughter, Mrs. Philipps and daughter.

Others present were Mrs. L. C. Allinger, Jackson Center; Mrs. Abel and Mrs. Hoffman, Cleveland; Miss Baune, Duvall; Mrs. Baker, Monroeville; Mrs. Beverstock, Lexington; Mrs. Cass, Weston; Mrs. Clark, Chicago; Mrs. Kress, Piqua; Mrs. Coppock and daughter, Fletcher; Mrs. Geidel, Pittsburg; Mrs. Grimes, Portsmouth; Mrs. Heath and Mrs. Morris, Shelby; Mrs. House, Wapakoneta; Mrs. Jenkins, Marion; Mrs. Lamb and daughter, Hooker; Mrs. Motz, Brice; Mrs. Patterson, Lexington; Mrs. Pfaffenbach, Oak Harbor; Miss Powers, Genoa; Mrs. Pierce, Union City, Ind.; Mrs. Pontius and daughters, Lewisburg; Mrs. Reichelderfer, Cridersville; Mrs.



Charley Knox Earned an Honest Penny on the Long Board Walk.

Smith, Wister; Mrs. Snyder, Kenton; Mrs. Simmons, Pemberton; Mrs. Taylor and Mrs. Wright, Asheville; Mrs. Turner and Miss Turner, Avery.

Among the Ohio dealers present were: L. C. Allinger and wife, Jackson Center; C. N. Adlard and wife, Piqua; H. R. Allen, Troy.

H. Bennader, Lodi; E. C. Bear, Hicks-ville; R. R. Bales, Circleville; W. D. Bishop, Arlington; A. B. Beverstock and wife, Lexington; C. P. Bauman, Canal Winchester; J. G. Boggs, Circleville; T. W. Baum, Duval; C. F. Barnhouse, Harpster; C. L. Bright, Christianburg; Alden Beat-ley, Kings Creek; M. J. Baker and wife, Monroeville.

J. S. Calkins, Jewell; J. W. Channel and son, Melvin; E. G. Craum, Tiffin; Jos. Coppock and wife, Fletcher; A. E. Clutter, Lima; J. C. Cruikshank, Leipsic; L. L. Coss, Weston.

J. L. Doering, Antwerp; E. M. Dull, Ce-lina; C. D. Dewey, Leesburg; H. Dierker, New Bremen; H. Detjen, Wapakoneta; N. Diller, Bluffton; J. M. DeWeese, York-shire; J. C. Drake and wife, Kimball.

E. C. Elkenberry and wife, Camden. G. C. Fetterman, New London; J. M. Garrison, Blanchester; C. E. Groce, Circle-ville; Eli Fett, Beaver Dam.

Jul. Gilberg and Chas. Garmhausen, New Bremen; H. S. Grimes and wife, Ports-mouth; W. H. Gardner, Bellevue.

A. F. Herr, Groveport; W. H. Hill, Oak-wood.

R. Heath and wife, Shelby; P. H. Har-sha, Portsmouth; F. P. Hastings, Cedar-ville; Jacob Hauss, Wapakoneta; J. Her-miller and wife, Ottawa; H. S. Heffner, Circleville; G. E. Hausman, Arlington.

E. E. Jones, Newark; C. B. Jenkins, wife and daughter, Marion.

H. W. Kress and wife, Piqua; A. B. Kerr and wife, Bellefontaine; J. Kempf, Pan-dor.

G. W. Lamb and family, Hooker; J. C. Lantz, Mansfield; E. P. Lersch, Ashland; E. S. Lee, Coshcton.

J. H. Motz, Brice; C. M. Myers, Colum-bus; J. Munroe, Archbold; J. W. McCord and wife, Columbus; M. W. Miller, Piqua; W. H. Morris, Shelby.

H. S. Nelson, Mansfield.

F. H. Owen, Marion.

E. A. Powers, Genoa; W. H. Persinger and wife, Sidney; L. A. Pugh, Hicksville; C. W. Pontius and wife, Lewisburg; J. Palmer, Ashland.

W. O. Risch, LaRue; E. F. Reichelderfer, wife and two daughters, Cridersville; H. W. Robinson, Green Spring; G. A. Ruck, Wa-pakoneta; F. Rutschow, Helena; C. Rhone-mus, Reeseville.

W. S. Snyder, Kenton; A. G. Smith, Wooster; P. C. Short, West Unity; M. J. Slessman, Clyde; E. Strittmatter, Colum-bus; J. W. Simmons and wife, Pemberton; E. W. Seeds and son, Columbus; R. D. Sly, West Clarkfield; J. C. Shaffer, Carroll; P. P. Steiner, Pandor; Chas. Shuler, McComb; J. L. Stemple, Ada; S. W. Strimble, New London; L. J. Smith, C. P. Smith, Bellevue.

D. F. Taylor, Asheville; F. H. Tanner, Mansfield; Jos. Timmons, Kenton; R. Tur-ner, Avery.

Kirby White, Harrod; Geo. Woodman, Sandusky; E. C. Wagner, Grove City; W. E. Wolfe, Vickery; R. H. Watson, Old Fort.

"The Where of Wheat" is the latest leaflet by F. D. Coburn, sec'y Kansas Dept. of Agriculture, showing by various comparisons that Kansas is where the biggest crops of wheat are grown.

An insurance rate of 15 cents per an-num has been given the new Peavey Ele-vator at Duluth on account of its su-perior construction. The rate goes with a 90 per cent co-insurance clause.

A Kansas shipper driven to exaspera-tion by heavy shortages in his shipments to an interior miller, very indiscreetly permitted anger to run away with his judgment and accompanied his notification of shipment of the last car needed to fill his contract with the statement: "Hit her hard, you S—s of B—. It is your last chance." His next communica-tion from consignee bore the notation: "So bus. short. We have complied with your request."

Letters From Dealers

[Here is the grain dealers forum for the discussion of grain trade problems, prac-tices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

LIME FOR WEEVIL.

Grain Dealers Journal: I would advise all elevator owners and others engaged in handling grain not to use bisulfid of car-bon to get rid of weevils in bins. It is too dangerous.

A remedy that is more effective and at the same time less dangerous is common air-slacked lime. To use in bins full of grain take a flat shovel and run it down 8 to 12 inches between the sides of the bin and the grain. Sprinkle the lime be-hind against the bin, doing it all of the way around.

Lime is sure to kill them; and it is also a great disinfectant and drier of dampness.

The habit of the weevil is to deposit its eggs around the sides of bins close to the top where it is warm and likely to be damp, as heat and damp hatch them out. The lime kills all that come into contact with it, also the young brood as fast as they are hatched. I have used this for years and have found it very effective.—John McClune, Hoyt, Kan.

TERMINAL ELEVATOR FOR DEN-VER; TEXAS TERMS.

Grain Dealers Journal: It is rumored that one of the largest Omaha firms will shortly build a terminal elevator here in Denver as it is convinced that it is only a question of time before this city has an organized Board of Trade with public weights and inspection.

If you have anything you can't sell elsewhere and want to raise a kick and a row, send it to Denver and declare that it would go contract grade in Chicago. This city is between the devil and the deep sea as far as the grain business is concerned. We must buy the grain upon the sellers weights at his shipping point; we must sell it upon the buyers weights in some little six by nine town, the differ-ence is usually about \$25 per car against the Denver man.

It is an old saying that what is sauce for the goose is sauce for the gander. Texas people will only buy Alfalfa upon destination weights and grades, and ar-rival drafts, but when you want to buy Texas Oats upon the same terms, they reply "Do you take us for Texas long-horns?" It is a poor rule that don't work both ways, and if it is right for the Texas people to demand destination weights and grades it is only right for the Denver buyer to demand the same.

But you know we are all such honest people, each one a little more honest and better than the other. The Texas man better than the Denver, and the Denver man better than the Texas. May the good Lord shortly bless us with a Board of Trade and public weights and inspec-tion.

We want Omaha, Chicago, Kansas City and each grain point to send their bright, brainy young men in here as their agents to stir the grain trade in this old city as

the Democratic Convention has stirred it otherwise.—Yours very truly, I. M. Ad-verse.

NATURAL SHRINKAGE AT BUF-FALO.

Grain Dealers Journal: We have read with a great deal of interest the article entitled "Red Tickets," which appears on page 764 of your issue of June 25th. It seems to us that this article covers the red ticket inspection matter thoroughly and very fairly and does you credit.

We were also very much interested in the article on page 765 in regard to de-ductions in weight on claims for so-called natural shrinkage. We think that such articles as these ought to be of great in-terest to the trade and of decided value. It has always been the custom of the rail-roads here to insist upon a deduction of $\frac{1}{2}$ of 1% for this so-called natural shrink-age in weight, but we have always re-garded this deduction as a hardship and entirely unwarranted.—Yours truly, Buf-falo Cereal Company, Purcell.

WHEN OWNERSHIP OF TRACK SOLD AND CONSIGNED GRAIN CHANGES.

Grain Dealers Journal: In my judg-ment, the ownership of all grain that is subject to inspection should change at the time the inspection is made. My reason for so thinking is, that when the inspec-tion is made, the commodity has been subjected to the inspector, who is merely an arbiter, to decide between seller and buyer as to whether the grain fills the contract or not. If it does fill the con-tract, the transaction is closed, with the exception of determining the amount of grain in the car.

If it does not fill the requirements, and the contract does not provide that the "Off Grade" should be taken at a stipu-lated or market difference, then the trans-action is not closed, and ownership should not change until the stipulated price or difference is agreed upon.

My reason for believing that ownership should not continue beyond the inspection period, being made contingent on the final weight of the grain, is that custom has made it necessary for the seller to leave sufficient margin on his drafts to cover shortage of weights, therefore seller has completed his part of the contract when the grain is inspected.

This, of course, applies only to grain that is sold to be inspected at final destina-tion.

If the grain is sold to be inspected in transit, the owner must then retain his control of the grain until it is delivered in the final market.

This whole subject, of course, is open to controversy, and while my views are what I think would be correct, they are not unalterably fixed.

The only thing that I am contending for is that such rules ought to be put in force as will not leave these questions in doubt.

It is particularly desirable for the ship-per to know when he is relieved of in-terest charges. If the receiver has the right to prolong the interest period by giving some order delaying the delivery of grain after its arrival in market, he may serve his own interests more by so delaying the delivery, and by such delay cause the shipper to pay interest charges that are unjust.

In the case of consigned grain, the com-mission merchant represents the shipper, and for the time being, is the owner in

fact of the grain, and all arrangements as to interest become a matter of contract or agreement between the shipper and commission man.

There will probably be as many opinions regarding this matter as there are individual shippers in the country. This makes it all the more necessary that some final agreement should be reached.—Yours truly, Crabbs Reynolds Taylor Co., by A. E. Reynolds, Prest., Crawfordsville, Ind.

MR. WINTHROP REPLIES.

Grain Dealers Journal: Just a little space to answer the letter of the Colorado-Nebraska Grain & Hay Co., June 25th issue, wherein they try to hand me a roast account of my complaint against them in the same issue.

They say I had given them so much trouble they were exasperated. In my business experience I do find some few people who are inclined that way when some one persists in having what is due him.

All the trouble I ever gave these people was over getting account sales upon this one, and only shipment, that I made them. As the car arrived in Denver about Jan. 20th and I did not get a statement until April 13th, think that most of your readers will concede that I had plenty of reason for being very insistent upon receiving this statement.

As for their having been in the grain business so many years and this being the first complaint, will say that some people spend a life time in the business and still never know or are willing to concede the rights of others. We sold this shipment delivered and we were entitled to the Original E/B or a settlement of the freight upon actual weight and freight rate, altho we would have made no objection to accepting the duplicate E/B had their receiver the need of the Original to get advantage of the transit privilege.

As for the weighing and inspection charges, will say that we made no objections to either, but what we did insist upon, was something to show that such service had been performed. They say that they always charge for weighing and inspection. There was nothing in either contract that provided for such charge and while the weighing may have been done under the supervision of a City weighmaster there is no arrangement for official inspection in Denver, consequently these people had as much right to hold out \$10.00 on that account as they did to hold out the \$1.00.

They slap at the Kansas dealers in general and charge them with unreliable weights and the like. This was entirely uncalled for as in the case under discussion the accuracy of the weights as returned to me was never questioned, the sole trouble arising over their neglect in furnishing account sales upon this shipment and proper vouchers for charges made against it. As for their never buying another car of grain from a Kansas dealer will say that we are not grieving about it, and do not think many other Kansas dealers are, as we have had a little other business in Denver with dealers who know a few things about the rights of others in these matters.

As for the charge of being "the most unbusinesslike cuss that ever lived" will say, that if standing up for my rights puts me in that class I will acknowledge that I am "It," and if there are any other dealers over the country who are looking for someone who can be "razzle-

dazzled" without becoming exasperated they need not address, Yours truly, C. E. R. Winthrop, Wichita, Kan.

FARMER THOT G. D. BEAT HIM.

Grain Dealers Journal: Recently I purchased a load of wheat from a farmer which tested 55 lbs. to the bus. Of course I figured it at the standard number of pounds per bus. and paid him for 55 lbs. wheat. He thot he should have had the wheat figured at 55 lbs. per bus. when he was paid for that grade instead of 60 lbs. per bus.. What is a simple method of explaining this method to the farmer so he will understand it?—Springfield.

FREIGHT RATES VS. BONDS.

Grain Dealers Journal: Two literary productions of some merit have recently been brought to my notice; the one a small book entitled "The Curse of the Giants"; the other a printed copy of an argument delivered at Chicago, May 15, 1908, before the Illinois Manufacturers' Ass'n by William C. Brown, vice-president of the New York Central lines, favoring a general advance of railway freight rates.

While the subject matter set forth in these two productions is written from different standpoints, what is stated in the one, appears to add force and effect to that which is written in the other. Mr. Brown admits that the gross earnings for the first three months of 1908 of the several lines he represents were greater than they ever were in the first three months of any year in the history of the roads with the single exception of the year 1907. Admitting this, he complains that great as the earnings were, the roads "barely earned interest on their bonds."

This circumstance he appears to consider ample justification for a considerable advance in the schedule of freight rates. He appears to advocate more interest for more bonds, and then again more bonds for more interest. A higher rate of freight a greater tax on shippers, he seems to think will serve both purposes.

Mr. Brown fails to see (or at least he fails to admit that which he probably sees more clearly than most people), that altogether too many interest bearing bonds have already been printed and distributed among stockholders. The bonds of the New York Central Road were increased from 14 millions to 100 millions during the very same years when that thrifty corporation divided more than 175 millions of profit among its stockholders. Entirely disregarding this factor in the problem, he quotes from Bulletin number 69, of the Bureau of Labor, issued in March, 1907, to prove that all commodities have advanced in cost 15.9 per cent during the ten years ending in 1905, and then proceeds to argue that this increased cost of commodities, and the consequent increase in taxation, is excuse sufficient to burden the taxpayers further still by the additional cost of higher freight rates.

He seems to assume that the people are panting for more public debt; more railroad bonds as a basis for still higher rates of freight, and to clinch his poor argument he speaks of "the slowly returning faith in railroad investments as evidenced by the recent Pennsylvania bond sale, and by the less important, but no less significant sale of \$15,000,000 of the bonds of the Chicago, Indiana & Southern Railroad, and of \$7,000,000 of the bonds of the Boston & Albany Rail-

road." There are many other bond sales Mr. Brown might have referred to. Nearly or quite 100 millions of additional bonds and stocks were printed and issued by the New York Central during the very same ten years he refers to when the cost of farm products, food, clothing and other commodities were so materially increased to the consumer. If there had been less of these bonds issued perhaps there would have been no occasion for him to come all the way to Chicago to complain that the generous income of "his lines" are barely sufficient to cover the interest on "their bonds."

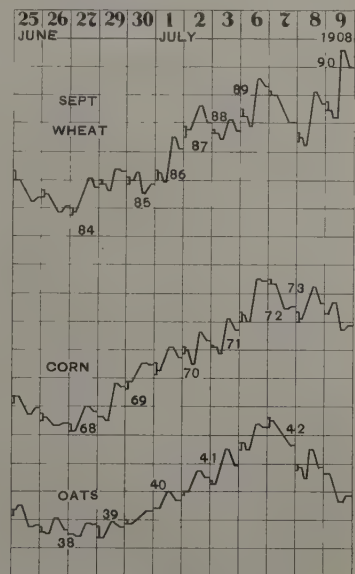
It is not at all clear, moreover, from Mr. Brown's argument, that the present schedule of rates are altogether inadequate. He gives the rate on dressed beef from Chicago to New York as 45 cents per 100 pounds, or \$9.00 per ton. Assuming that rate as a fair general average, a train of fifty cars of general merchandise loaded only twenty tons to the car will earn \$9,000 in say 100 hours from a run of 1,000 miles leaving a margin of profit above wear and tear of cars and other expenses incidental to the trip of about \$8,200 or sufficient to pay four per cent interest on two hundred thousand dollars of railway bonds for an entire year. *Query*—Is it really essential to the public welfare that freight rates should be advanced?—One of The Freight Payers.

The wheat counties farther east are sending out calls for hundreds of volunteers to help save the wheat. Efficient swimmers may be assured of extra good wages.—*Telegram*, Garden City, Kan.

Brazil can not grow wheat, is the conclusion of an expert employed by the government of that country the past two seasons to study wheat culture. Even in the coolest province, Rio Grande do Sul, wheat can not be made to pay.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the September delivery at Chicago for 2 weeks prior to July 10 are given on the chart herewith.



Seeds

T. W. Wood & Sons of Richmond, Va., have enlarged their seed farm at Milford, Va.

The Fredonia Seed Co., of Fredonia, N. Y., is erecting a factory and office building.

Clover in Ohio is reported by the State Board of Agri. to have been damaged one per cent by white grub.

Timothy seed will be less than half a crop, the stand being very thin and short. —Louis P. Barg, agt. Farmers' Co., White, S. D.

The Springfield Seed Co., of Springfield, Mo., has elected R. R. Ricketts, pres.; L. H. Murray, vice pres.; A. S. E. Sanders, sec'y.

Probably never have grasses been with such unanimity reported excellent in Kansas.—F. D. Coburn, sec'y Kansas Dept. of Agri., Topeka, Kan.

In ordinary years with the present prospect clover seed would probably be down $\frac{1}{2}$ a bushel, but this is no ordinary year. —J. F. Zahm & Co.

At a public sale of pledged personal property held in a bank at Evansville, Ind., June 29, a \$1,000 certificate of stock in the W. H. Small Seed Co. was sold at \$1.105.

Albert Dickinson, pres. of the Albert Dickinson Co., has purchased property in South Clark street, Chicago, of Henry Heinz, giving a trust deed for \$10,000 part purchase money.

Professor N. F. Hansen of the South Dakota College of Agriculture has just started on his third trip to northern Asia in search of a hardy alfalfa. He will return in November.

L. L. Olds of Clinton, head of the Olds Seed Co., of Clinton, whose establishment was burned last winter, is organizing a wholesale seed firm with \$50,000 to \$100,000 capital stock, to be established at Madison, Wis.

A seed house will be erected by Cass Lanning at Nowata, Okla., for the storage of seed corn, kafir corn, millet, clover and timothy seed. It will be of brick, 80x20 feet, with equipment for drying seed corn.

Alsike seed is now being hulled here. It is turning out poor, making from $1\frac{1}{2}$ to 2 bus. per acre. In some sections hulling is abandoned, the seed being so poor. The acreage is very large. The red clover is coming on and looking very fine. W. J. Jenkins, St. Paris, O.

A Missouri feed dealer writes C. A. King & Co.: "We have never had a better growth of clover in Missouri than at present, but the season is so wet that very little of the first crop has been cut. In this section we usually figure to cut the first crop about the middle to the 20th of June, but many of our farmers are figuring that if the first crop is taken off by the 4th of July, and favorable weather following, a crop of seed will result."

Samples of alsike from the country are coming in more freely. We received 6 July 9. One of them graded rejected on account of red clover mixed and valued at \$7.25, if here today. Another graded No. 3, valued at \$7.40. Another graded No. 2, valued at \$7.60. One graded N. E. G. on account of being dirty, and worth about \$6.75. Another

N. E. G. on account of sand, dock and red clover, worth from \$4.20 to \$4.50. Another N. E. G. on account of white clover mixed, \$4.20.—J. F. Zahm & Co.

J. C. Vaughan, the well known seedman of Chicago, on his arrival at the Denver convention, July 6, announced that he was a candidate for Congress from the Hyde Park district of Chicago in opposition to James. R. Mann. Every seedman in the United States would be glad to have Mr. Vaughan elected, as his influence on seed trade legislation would be valuable.

Meeting of American Seed Trade Ass'n.

The 26th annual convention of the American Seed Trade Ass'n began June 23 in the Hotel Pontchartrain, Detroit, Mich., with a good attendance, which was well maintained on the two following days. About 80 were present.

City Controller Frank E. Doremus welcomed the visitors.

S. F. Willard responded for the Ass'n. Pres. Geo. S. Green delivered an address, from which we take the following:

The President's Address.

We meet at the end of a business year of unusual stress and uncertainty, during which the country has had a serious setback. Such a year always brings new problems and new difficulties. These problems and difficulties test the temper of the man and, when conquered, usually leave him with a new store of experience and knowledge with which to meet future tasks.

We are all still doing business, no financial disaster among our membership having come to my knowledge. This is evidence of the permanent character of our trade and of the average ability and prudence of our members. I congratulate you upon this showing and I hope the coming year may prove less trying. I trust the efforts which have been made to improve the currency and banking system of our country may insure more stable conditions, so that the business man may suffer only for his own blunders and not for those of others. Tight money last fall undoubtedly hampered the operations of our trade and it the recent currency legislation shall prove effective in preventing such conditions in the future, we shall have at least that much for which to thank our national lawmakers.

Notwithstanding the unsettled financial conditions, the past year has been reasonably satisfactory to most houses in the trade. The total volume of business has been large and prices unusually high on many staple articles in the seed line. The demand for high grade goods continues to increase and there has never been a time when a well-earned reputation for furnishing seeds of first-class quality was more valuable than it is today.

Tariff Revision: As there has been no revision of the tariff during the past year, there has been no necessity for special action on the part of the Committee on Tariff and Customs, but since the question of Tariff Revision seems likely to have attention in Congress in the near future, it is essential that our committee be ready to furnish information to the Congressional Committee which will have this matter in charge. After my experience this Spring as to the difficulty of doing such work during the rush of the seed season, I am impressed with the importance of having this subject studied during the next six months by a competent committee which should make definite report to the next Executive Committee meeting so that the wishes of the Seed Trade may be properly presented in the most effective manner at the proper time. In this connection, I wish to suggest the suggestion of my predecessor, Mr. Wood, as to the desirability of specific duties, in preference to ad valorem duties.

The progress of irrigation projects and the reclamation of swamp lands are matters of vital interest to this association. The United States Government is building several large dams for the impounding of flood waters which will be used for the irrigation of hundreds of thousands of acres of desert land. More work in this line has been done during the past year than in any former year in the history of our country. Reclamation of swamp lands is

also making progress and the total increase in arable land from these two sources will be very considerable during the next few years. I recommend that this Association continue its policy of sending a delegate to the National Irrigation Congress and that we do all in our power in furtherance of such work.

The Cental Not Gaining: I regret that after more or less continuous effort for many years on the part of this Association through a standing committee on Weights and Measures, it seems impossible to secure uniformity in all the leading markets of the country as to the sale of grass and field seeds by the hundred weight. The bushel still holds its place on many price-lists. I recommend that the committee on Weights and Measures be discontinued, but if any member can suggest a plan by which the use of the cental system can be made universal among dealers, it would be well to try it. Successive chairmen of the Committee on Weights and Measures have labored in vain and I see no prospect for success, unless we can devise new arguments which will be more effective than those thus far employed. All markets using the cental system are well pleased with it, but this seems to have no effect upon dealers in markets where the bushel system still prevails.

Index of Reports: During the past year Secretary Kendal has compiled a valuable and complete index of our Annual Reports of Proceedings at former Conventions. This work has been so carefully and thoroughly done that it is now possible to refer to any paper or report which has been read at our conventions during the past twenty-five years. Mr. Kendal is entitled to the thanks of the Ass'n for the excellent work he has done. Printed copies of this index will be distributed at this meeting.

The Mann Pure Seed Bill: The most important development of the year in the Seed Trade was the introduction into the House of Representatives of H. R. 13835, known as the Mann Pure Seed Bill. This bill, while doubtless intended to protect this country against the importation of objectionable weeds, and to prevent fraud and misrepresentation, was so worded as to have caused serious alarm to legitimate business.

Our committee had an informal conference with Mr. Mann on April 20th, at which Dr. A. F. Woods, Mr. Edgar Brown and Professor W. W. Tracy, Sr. of the Department of Agriculture were present. At this meeting Mr. Mann expressed his willingness to make changes in the bill to meet the requirements of the Seed Trade, provided the changes would not permit the continuance of the abuses at which the bill was aimed. Many of the changes which were suggested were acceptable to Mr. Mann, others were not, but we left him feeling reasonably sure that the bill would probably not be pressed for passage in its original form. I believe that the work done by the committee that day will go far toward modifying the character of any bill which Mr. Mann may hereafter urge for passage.

The public hearing before the committee on Interstate and Foreign Commerce was held the following day, April 21st. Our arguments were presented quite fully and a revised copy of the bill placed in the record of the committee suggested changes which had been presented to Mr. Mann on the previous day.

At the close of the hearing we were assured that no further action would be taken upon the bill at that session of Congress and that our arguments, together with letters received by Mr. Mann, would be made a part of the records of the committee.

In this connection I wish to acknowledge the courtesy and fairness which were shown us at Washington. Our arguments were heard with patience, ample time was given us and I am sure that every member of any quarter of an intention to injure the seedsmen as a class.

It should be fully understood that the revised bill printed as a part of my statement on pages 34, 35 and 36, simply embodies the changes in the original bill suggested by our committee. It is evident that none of these suggestions have been formally accepted by the committee on Interstate and Foreign Commerce. It should also be understood that the original bill is still on the calendar of the House of Representatives on the original report of the Committee and might be called up for action at the next session of Congress without any modifications whatever.

I believe, however, that Mr. Mann will probably ask to have it again referred to the Committee and that important changes will be made in it before it is again submitted to the House.

This brings to us the necessity of being

ready to meet in a practical and efficient manner the question of national legislation regulating the importation of and interstate commerce in seeds. Opinion among our members is doubtless divided as to the possibility of framing wise legislation on this subject, but I regard it as highly important that we show in some manner our interest in the subject and our earnest desire to maintain a high standard of business integrity in our trade. I believe that if we take the attitude of opposing all regulation, we shall lose an opportunity to assist in shaping a law which will be helpful rather than hurtful to honest dealers and which may prove highly beneficial to the agricultural interests of our country.

I believe furthermore that if we should be shortsighted enough to oppose all national regulation of our business, it would only hasten the day when nearly every state will have a seed law on its statute books. These laws would probably vary one from another to such an extent that interstate business in seeds would be very seriously crippled, whereas a well-worded, just and effective national law would doubtless serve as a model for state laws which could easily be framed to conform to the conditions and thus restrict interstate business but slightly.

Legislation Inevitable: I feel confident that national legislation to prevent the importation of seeds used solely as adulterants and of low-grade seed containing large percentages of weed seeds and to correct other abuses in the trade is inevitable. It is in line with the great projects for the betterment of the world and for the conservation of natural resources to which the present administration at Washington has practically committed the American people. If we try to stop this flood of public opinion with our little dam, we shall only find the waters flowing over the top of it and the whole world will be out with much damage to ourselves and to others, but if we work harmoniously with the people at Washington for the improvement of American agriculture, adding our practical business experience to their technical and legal knowledge and thus secure a just and helpful law which will really tend toward the planting of better seeds, we shall have the consciousness of having worked for progress rather than against it.

There is a feeling on the part of some of our members that we are being discriminated against unfairly in the attempt to pass any law. When we consider the many abuses connected with some other lines of business which the law has never attempted to reach and the high average standard of morality and business uprightness among seedsmen, this view is perhaps a natural one, but I cannot altogether sympathize with it. The fact that the purchaser of seeds has frequently no means of knowing the real character of the goods he is buying is a temptation to the unscrupulous and the dishonest. It permits the growth of mushroom competition which is an injury to the honest seedsmen as well as to the buyer of the unreliable goods.

We should welcome the opportunity to place our business on a higher plane, to eliminate dishonest competition and to help to save the soil of our country from the invasion of foreign weeds. We should have enough patriotism to give our hearty support to any measure which is really for the general welfare and which does not work an injustice to individuals. I am of the opinion that our business can soon be adjusted to a moderate and well-considered law, which does not require us to do what is manifestly impracticable, but which will prevent the importation of seeds unfit for seeding purposes and will also provide for the punishment of deliberate and intentional adulteration of seed.

Sec'y C. E. Kendel made his annual report, showing a membership of 155, there having been a loss of 7 members during the year.

Mr. Kendel's report as treas. showed total receipts for the year of \$1,474.90, and disbursements of \$1,036.00, leaving a balance for the year of \$438.90. His accounts were approved by the auditing committee.

C. N. Page read the report of the committee on postal laws, and offered a resolution to work in favor of any reasonable regulation for parcels post. As adopted the resolution recommended the passage of parcels post laws that would be reasonable and permit the mailing of parcels of seeds of greater weight than allowed under the present regulations.

Sec'y Kendel read the reports of the delegates to the National Irrigation Congress, of the committee on experiment stations, and on the work of the National Council of Horticulture. For the continuance of the press service during the year \$200 was appropriated, and the report of the National Council was ordered printed in the annual report of the American Seed Trade Ass'n.

W. W. Tracy of the Dept. of Agri. presented a paper on "Theoretical and Practical Seed Breeding."

C. N. Keeney presented a paper on "Effect of Low Prices on the Production of High Grade Stocks."

Albert McCullough made an address on "Fire Insurance," recommending that the Ass'n pledge underwriters the help of competent men in any locality in the adjustment of the actual loss, believing that lower rates would follow. A motion was carried that the pres. appoint a committee to consider the recommendation.

C. B. Smith of the Dept. of Agri. read a paper on "Farm Practice Investigations in Clover Seed Production."

A discussion followed the reading of the paper and Mr. Smith was made to admit that it was often very difficult to distinguish between growing crops of mammoth and medium clover.

The convention went into executive session at 8 o'clock Tuesday evening, and the discussion of the Mann pure seed bill lasted until nearly midnight. Seedsmen very generally would welcome a national bill that would regulate the importation into the country of the trash and rubbish that other countries have sent here for so long unhindered, and the feeling of those present was that if the law-makers and the seedsmen can unite to frame up a law that would be effective and fair at the same time, much good will be done for both dealer and consumer.

On Wednesday resolutions were adopted on the deaths of Alfred Plant, Everett B. Clark and D. M. Ferry.

The appointment of Albert McCullough, M. H. Duryea and J. C. Vaughan as a committee on fire insurance was announced.

D. J. Crosby of the Dept. of Agri. advocated "Practical Education in Horticulture."

J. E. Northrup read a paper on "Forage Plants as Soil Improvers in the North."

Henry W. Wood spoke on "Forage Plants as Soil Improvers in the South."

E. L. Dungan presented a paper on "Effect of Commercial Depression on the Garden Seed Business."

Wednesday evening a banquet was given at the hotel, with J. E. Northrup as toastmaster. Vocal and instrumental music alternated with the speechmaking.

Thursday morning the administration of the customs law came in for criticism. Valuations on seeds imported are unfair, and are unequal at different ports. One of the troubles is that contracts are made two years in advance of the delivery of seeds and in the meantime the price may have advanced resulting in a higher duty, while in case of a decline the importer gets nothing off. It was decided to refer the matter to the customs and tariffs committee, with instructions to memorialize the sec'y of the treasury if in their judgment advisable.

The official disclaimer called out much discussion, as it always does, and the consensus of opinion was that the best protection was absolutely necessary to

guard against unreasonable demands, but that if a mistake was made thru carelessness seedsmen did and should make a fair adjustment of losses.

New members admitted at the meeting are Southern Fruit Co., Charleston, S. C.; American Seed Co., Detroit, Mich.; R. C. Reeves Co., New York; Stump & Walter Co., New York; Western Seed & Irrigation Co., Fremont, Neb.; James J. H. Gregory & Son, Marblehead, Mass.; German Nursery & Seed House, Beatrice, Neb.; Ross Seed Co., Puyallup, Wash.; O. J. Barnes, Malone, N. Y.; Agnew Seed Co., Greeley, Colo.; Bromfield & Colvin, Bay City, Mich., and J. Howard Hiss.

Officers elected for the ensuing year are: Pres., W. S. Woodruff, Orange, Conn.; first vice pres., J. C. Robinson, Waterloo, Neb.; second vice pres., Marshall H. Duryea, New York, N. Y.; sec'y-treas., C. E. Kendel, 2010 Ontario St., Cleveland, O.; ass't sec'y, Leonard Vaughan, Chicago, Ill.

The Ass'n presented Geo. S. Green, the retiring pres., with a fruit dish, J. C. Robinson making appropriate remarks.

Niagara Falls was favored as the place for the next annual convention to be held June 22-24; but this will be decided in January by the executive committee composed of Geo. S. Green, Chas. Dickinson, Howard M. Earl, Chas. N. Page and S. F. Willard.

Among those present were A. A. Berry, Clarinda, Ia.; F. W. Bolgiano, Washington, D. C.; S. E. Briggs, Toronto, Ont.; Francis Brill, Hempstead, L. I., N. Y.; John T. Buckbee, Rockford, Ill.; J. J. Buffington, Baltimore, Md.; J. D. Carmody, Evansville, Ind.; John Lewis Childs, Floral Park, N. Y.; Herbert Clark, Milford, Conn.; C. H. Coy, Valley, Neb.; E. F. Dibble, Honeyoe Falls, N. Y.; Chas. Dickinson, Chicago; E. L. Dungan, Philadelphia, Pa.; M. H. Duryea, New York; Howard M. Earl, Philadelphia, Pa.; Henry Fish, Carpinteria, Cal.; H. E. Fiske, Boston, Mass.; S. W. Flower & Co., Toledo, O.; W. T. Fonda, Rochester, N. Y.; F. S. Ford, Ravenna, O.; Geo. S. Green, Chicago, Ill.; W. H. Grenell, Pierrepoint Manor, N. Y.; Peter Hollenbach, Chicago; H. L. Holmes, Harrisburg, Pa.; J. W. Jefferson, Louisville, Ky.; N. B. Keeney, LeRoy, N. Y.; W. A. Kelly, Cleveland, O.; C. E. Kendel, Cleveland, O.; F. B. Kinz, Rochester, N. Y.; S. F. Leonard, Chicago, Ill.; L. L. May, St. Paul, Minn.; Albert McCullough, Cincinnati, O.; J. S. Michaels, Sioux City, Ia.; E. B. Northrup, Minneapolis, Minn.; Jesse E. Northrup, Minneapolis, Minn.; C. N. Page, Des Moines, Ia.; E. L. Page, Greene, N. Y.; E. M. Parmelee, Sheboygan, Wis.; F. S. Plant, St. Louis, Mo.; Jerome B. Rice, Cambridge, N. Y.; J. C. Robinson, Waterloo, Neb.; A. L. Rogers, Chaumont, N. Y.; W. G. Scarlett, Baltimore, Md.; H. M. Schisler, St. Louis, Mo.; E. J. Shean, Jackson, Mich.; W. P. Stokes, Philadelphia, Pa.; M. Tewels, Milwaukee, Wis.; J. C. Vaughan, Chicago; Leonard Vaughan, Chicago; O. H. Will, Bismarck, N. D.; S. F. Willard, Wethersfield, Conn.; S. A. Wilson, Clinton, Wis.; H. G. Windheim, Omaha, Neb.; C. F. Wood, Louisville, Ky.; Henry W. Wood, Richmond, Va.; W. S. Woodruff, Orange, Conn. Others represented were Chesmore-Eastlake Mercantile Co., St. Joseph, Mo.; Currie Bros., Milwaukee, Wis.; Harvey Seed Co., Buffalo, N. Y.; Manzelsoff Bros. Co., Atchison, Kan.; Phillips Seed & Implement Co., Toledo, O.; Sherman & Eberle, Albany, N. Y.

Uniform Grading of Grain

Address Delivered by A. E. Reynolds to Ohio Grain Dealers' Ass'n, Cedar Point, July 2nd, 1908.

The prolific soil of the United States farm yields annually over 5 billion bushels of different cereals. At the average market price for the past ten years, this yields to the American farmer more than 2 billions of dollars.

The business of the grain trade is to buy this vast production from the producer, grade, condition and classify it, and distribute it to the consumer.

The population of the United States has increased about 100% in 40 years, while the production of grain has increased 500%.

To keep fully abreast of this great increase in production, and to provide adequate facilities for handling same, as modern trade demands, has kept the grain trade constantly on the alert.

Methods in vogue 40 years ago, and which were adequate to take care of the cereal crop of one billion bushels, naturally would fall in with the test of handling the present crop of five billion bushels.

Larger elevators became necessary; greater numbers of cars; greater vessels; more rapid transportation; more adequate telegraph communication; commercial exchanges; better systems of weighing and accounting; all of these have been fully met, and no business has been kept so thoroughly in hand as the grain trade. But to the shame and discredit of our industry, practically no advancement has been made in the methods of inspection, grading and classifying of grain within the past 40 years.

The Indians bartered with the first white settlers, trading maize for trinkets and fire water, but we have no records of the quality of the maize; whether it was No. 1, 2 or 3, or whether it had 12 or 30% of moisture; or whether it arrived hot, heating or mahogany. Maize, just simple maize—that was all.

Later on, in Washington's time, we learn how corn was traded for other commodities, and the stipulation was only for "Good Corn." Yellow, White or "Mixed"? I don't know. 2, 3 or 4, or "No Grade"? I don't know. What percent of moisture? I don't know. But I do know, it stipulated "Good Corn."

It would be much better for all concerned if that stipulation—"Good Corn"—were in vogue now a-days.

Every year, millions of bushels of GOOD CORN are very materially deteriorated in value, and the producer and handler subjected to unnecessary loss, because of the inspector's brand put upon it. The inspection of low grades of grain is a practice which serves more to lower its price than to define its intrinsic value.

The real necessity for inspection of grain can be traced to the desire to trade in grain for future delivery, and to the necessity of the buyer being able to buy grain of a certain stipulated quality or grade, without being obliged to see and examine the grain at the time of entering into the contract.

At first the inspection was wholly to protect the buyer, and I am sorry to say that it has not departed very materially from that specific function up to this time.

The old experienced miller, who was master of his entire business—grain buyer; bookkeeper; miller; test baker; sales agent and all combined in one, had little use for a grain inspector, or a grain inspection certificate.

But as modern methods were injected into the milling business and the office of the miller was transferred from a desk in one corner of the mill to palatial rooms in the 10th or 20th story of a modern office building, the grain inspector became a modern necessity. It has grown to be too much of a drudge for the modern miller to inspect grain or judge of its flour, or feed producing qualities.

The judging of grains, as a specified function to determine their real intrinsic value as feed or food commodities, is almost a lost art.

Nine-tenths of the grain dealers, and particularly the grain receivers of the country are subject slaves to the inspector's opinion. Without the inspector's certificate he is lost. Absolutely at sea. Like

a ship without a sail. He knows nothing of values only as applied to grades.

He does not need to know. His profits are largely fixed quantities, regardless of grade. Too often his interests are better served by a low inferior grade, than by a higher one. He argues—what is the difference—I have the inspector to stand between me and the Western shippers, and all dangers. I am safe, and the devil may take the other fellow.

But how about the country shipper, and the other fellow, who must stand all of the shrinkage in value on account of this brand put on by the inspector? He often sinks or swims, according to the caprice controlling Mr. Inspector. It must be admitted that the final line of demarcation between grades of grain, is for most part merely imaginary. Therefore, mere caprice often establishes the lower grade instead of the higher.

It is claimed that the shipper has the advantage of the services of a disinterested inspector. How so? He has no voice or vote in his selection. All he is allowed to do is to furnish the money, through inspection fees, to pay his salary.

It is argued that since the grain shipper is in constant touch with the quality of the grains, and as a rule is a better judge than the receiver, he ought to know what his grain will grade.

Imagine, if you can, a country grain buyer with 50 wagon loads of grain standing in front of his scales, ready for sale. This array of the soil's generosity, is composed of Oats, Corn, Wheat, Rye and Barley; good, bad and indifferent; white yellow, red, mixed, dry, damp, sweet, sour, musty, clean, dirty, every shade and gradation of quality and condition from the very good to the very bad. His duty, is to be as nearly just and fair as conditions will warrant. Now, what criterion or standard has he to go by? Absolutely nothing but guess work.

If it were possible for him to determine before buying, to what market he would ship the grain, he might proceed with a small degree of knowledge of the grade to be made. But how does he know? He must load the cars which are available and then ship where he can.

If the grain goes to Chicago—then Chicago rules must apply. If to New York, entirely different standard is to be considered. If to Louisville, Toledo, Baltimore, or any other one of forty different markets that might be named, he must either know the specific requirements of each, or he must go in blind.

You say he ought to be able to know. Do you expect him to know the unknowable? It is beyond human ken to at once grasp the entire situation; to know that his "Mixed" Corn will do better in Louisville or Cincinnati, and be subjected to such and such requirements; that Yellow Corn will find a better market in Buffalo under a different system of grading; that the Oats must reach a standard of 23 lbs. for No. 3 and go to Chicago, or 29 lbs. as a standard in Philadelphia or some other market for the same grade; that only 3% black will be admitted in Baltimore and 12% in some other market. That—the New York and Baltimore markets are, at the particular time in question, blockaded and standards of requirements are somewhat stricter than usual; that the Buffalo or Pittsburg, or Detroit inspectors are, at this particular time somewhat dyspeptic; that Patten or Leiter has the Chicago markets cornered and grade requirements are lowered; the wisdom of a Solomon; or the learning of a Socrates would avail nothing in the emergency facing the country shipper.

275 Grades: Comparison of the various rules in vogue by the leading Exchanges of the country, shows that in these markets there are 133 grades of Wheat; 77 grades of Oats and 63 grades of Corn.

No. 3 Oats alone, is described, designated or classified under over thirty different terms or phraseologies. Test weight requirements on this grade varies from 22 to 29 pounds. Think it over a little, and try to reconcile these facts with reason.

There is not a chief inspector in the country today who can exchange places

with another chief inspector and be able to grade according to the new conditions without a copy of the rules before him.

How often do we hear the expression, when speaking of a certain sample, "That would only grade No. 3 in Chicago, but would be 2 in New York, or so and so in such and such a market. How absurd this seems when we think it over carefully. Worse than the old system of state banks and wildcat currency.

You have doubtless come to the conclusion that I favor uniform rules of grading American grain. Yes, I do. I wish I had command of language strong enough to express my condemnation of the old, antiquated, unfair, threadbare systems in vogue.

I want it distinctly understood that any reference I may make to any market or individual, or any system of grading, or any requirements of grade, is only done in a general way, as per instance to show the general evils existing in diversified methods of inspection; and ask, therefore, that nothing be taken as personal.

Something is wrong with the grain inspection. Something big is wrong. If it were not so, there would not be so much dissatisfaction and squabble between shipper and receiver.

There would not be so much diversity of opinion as to what is right and what is the real value of grain, particularly our "Off Grades." Now, what is wrong? I will tell you some things that are wrong.

It is wrong to force the seller of grain to have it inspected regardless of whether he has it contracted to fill a certain grade or not. The convenience to the buyer, in having it inspected, too often results in great cost to the seller.

The consignee of grain ought to have the privilege to elect to have it inspected or to have it sold on sample on its merits without inspection.

It is wrong to put certain requirements as to quality and condition to make certain stated grades, and the very instant that grain fails to come up to this standard, or so much as so much as to say that by reason of this hair breadth difference of quality, that this grain should be deteriorated in value 2, 3, 5 or 10c per bushel.

It is wrong to put any stigma or brand on grain that will by reason of such brand, lower its selling price.

I know, and you know, that it is wrong to have 133 grades of wheat; 77 grades of oats, and 63 grades of corn.

It is wrong to expect a man, or any set of men, to apply such a wide range of rules and specified requirements, fairly and equitably to the grading of grain.

It is wrong for Chicago, New York, Baltimore and each of the other receiving markets to have grades and rules of grading, each different from the other, and each adapted to fit their caprices, regardless of the injustice to a long-suffering shipping and consuming public.

It is wrong for any market to take in grain of an established grade and lower its quality by mixing in other grain and still put it out under the same grade name. It may not be dishonest, but it is misleading, and holds such a market up to suspicion.

It is wrong to have a sliding scale inspection that allows the requirements to be raised when a large amount of grain is headed toward a certain market, and again to drop the requirements to induce shipments.

It is wrong for all appeals on grades to be settled by a committee composed of members of the Exchange where the appeal is taken.

The whole fabric is wrong. It is the old style; it is inadequate; it is misleading. It is not fair alike to buyer and seller. It is now open to criticism by the public, and soon will be branded as absolutely dishonest, unless we bestir ourselves to correct the evil.

So much of instability, variation and diversity exists, that the whole institution is subject to suspicion. I might have used a stronger term, but I refrain.

On the whole, I am generous enough to believe that grain inspection is fairly and honestly administered under the existing rules, but if the rules are rotten, the results at least, must be tainted.

What to do: I will tell you what we ought to do. We ought to adopt throughout this entire country uniform rules and phraseologies governing the grading of grain. We ought not to sit idly by, discussing the merest trifles, in order to keep

from coming to this conclusion. It is now forced upon us. The government cannot be expected to much longer keep its hands off a commercial irregularity of such magnitude as this has become.

A wrong action possibly should not be construed to be dishonest, when it is done through ignorance, but you know, I know, and the whole grain trade knows, that the present rules of grading grain throughout the whole country are wrong, and when such knowledge is forced upon us, it will certainly be dishonest if we do not correct them.

This much for the wrong. There is much more, but the Holy saints preserve us, if this is not enough for one time.

Ignorance should not be condemned until there has been an opportunity for enlightenment. We have had the opportunity for enlightenment and now stand subject to condemnation if we do not correct the evils.

I do not condemn the old methods as dishonest, they were up-to-date when adopted, but the time has come when they are not up-to-date and need improvement.

NOW, WHAT WOULD BE RIGHT?

It would be right, reasonable and sensible to have a uniform standard of grading throughout the entire country. Wheat ought to grade the same in the hold of a vessel at Galveston or the miller's hopper in Boston. Oats and corn ought to grade the same from Maine to Florida; from the Atlantic to the Pacific. These grades ought to be so fair, stable and honest that they would be recognized the world over.

It would be right to allow the consignee of grain to say whether he wanted it inspected or not. No grain should have the stigma of an inspector's brand put on it unless he wants it put on. Right here, we find one of the strongest arguments against Federal Inspection of Grain, and particularly against the bills that have been introduced in Congress providing for such inspection.

Who wants to be obliged, under penalty, to have every car of grain inspected, regardless of whether they have sold it cool and sweet, or under any other conditions not requiring a specified grading. It is absolutely impractical and unjust, and wholly undesirable.

It would be right to allow all grain falling to make the contract grade, to be sold on its merits by sample, without comment by the inspector.

It would be right for the buyer to be obliged to use his judgment as to the value of grain, the same as the seller is obliged to do.

In short, it would be right for the Exchanges to get together like reasonable and sensible men and promulgate a set of inspection rules, uniform throughout the country. Such rules ought to be stripped of all nonsensical verbiage, and made so plain that a wayfarer, tho a fool, could not err therein. At the same time, trade rules governing the time and place for inspection should be unified.

Make the business of grading and handling grain so fair, and void of all cause of suspicion, that the cry for Federal Inspection would fall to the ground of its own weight.

All of the objections to, and arguments against Uniform Grading, have been, to my mind, weak and flimsy.

We have heard a great deal about climatic conditions. This argument is so absurd, that I consider it silly.

The rules laid down by which to measure quality of grain have nothing to do with climate. The province of the inspector should be to judge whether the grain he is inspecting falls to meet the requirements of a fixed standard. He should not be called on to say whether under certain climatic conditions it will retain the grade for a given or indefinite period.

He should be an impartial arbiter or referee between buyer and seller to pass on present condition; facts as he finds them, and not to indulge in any fancies which his fertile imagination may picture.

The inspector should pass judgment as to the condition here and now, and leave climatic conditions and prospective changes to a kind and beneficent providence. It should not be within the province of an inspector to deteriorate the value of your grain, nor put a stigma on it by enumerating its defects. He should decide the simple question, "does it or does it not" come within the stipulated requirements set down by inspection rules, if not, then sample it and report it "sample", value to be determined between buyer and seller.

I have scores of times seen buyers of grain look at samples and express opinions as to their values; afterward on seeing the inspector's grading and comment, conclude that its value was 2, 3 or 5c less than what they had thought before they knew the inspector's opinion.

Sell by sample: I believe in doing everything possible to increase the sample sale of grain. I would so foster and encourage it, that it would tower head and shoulders above the grade markets.

Thousands of cars of grain that are inspected as "Off Grade" are of just as high value to the consumer as tho they had passed the standard grade.

Grain is a product of nature; its intrinsic value cannot be enhanced by branding it. The use to which the grain is to be put, or the length of time it will remain in a merchantable condition; the question as to whether it will carry in its present condition, and all like questions, are not matters within the province of the inspector. This concerns only the purchaser.

What would be the practical working of uniform grading rules?

New York, Baltimore, Philadelphia, and all the other markets would receive practically the same kind and amount of grain they now receive. Uniform grade rules would not diminish production.

The same standard of grading would be applied everywhere; the markets would be just as free to manipulate, clean, mix and raise or lower quality of grains as they now are. They would only be required to submit it to the same rules going out as coming in. Certainly nothing unfair about that.

Grain, bot Chicago inspection for New York delivery, would be at purchaser's risk as to change of quality in transit. If one market is more favorably located than another as to climatic changes which might effect quality, that is the good fortune of the market so located.

It is not quite within the province of the grain dealer to controvert the laws of nature by inspection rules. There would be nothing complicated or unreasonable about it. Easy, smooth sailing. Most of the misunderstandings would be eliminated.

What are the reasons why some of our markets refuse to consider uniform rules of grading? It is up to them to answer. I have yet to hear of a reasonable, sensible argument against it.

It is argued that Government Inspection is the most feasible source of relief. No! No! a thousand times no. Uniformity? Yes! give us uniform rules throughout the country, controlled by the Exchanges, if possible.

If the Exchanges are too selfish to get together and give a little here and take a little there, so as to arrive at an agreement, then as a last resort give us such government interference as will bring them to it.

To my way of thinking, and I have said this before, the most charitable construction that can be put upon the action of any market which refuses to consider the subject, is that its methods are so particularly favorable to that market that they are afraid to change them and be put on a parity with other markets. Is it cowardice? I prefer to ascribe it to that rather than to dishonesty. There remains, however, in the minds of the public a lingering suspicion as to their reasons for so refusing to consider this important subject.

One of the greatest evils of the present diversified methods of inspection of grain, is a growing suspicion that exists between the different markets and between Western shippers and markets.

A shipper in Indianapolis ships No. 3 Corn to New York and it grades No. 4 Corn. What's the reason?

First. Difference in requirements for 3 Corn in the two markets.

Second. The Corn has deteriorated in transit.

Third. The uncontrollable tendency of human nature is to be selfish.

Analyze it carefully. The Indianapolis man has an inspector who is naturally looking after his (the shipper's) interest. The Corn in question is very close to the line; the inspector weighs the problem carefully; his employer's interests are at stake, if he says No. 3 it will lose 2 or 3 cents per bushel. Now, at this point, human nature, governed by laws as immutable as the course of the sun, asserts itself, he calls it 3 Corn, because it is to his employer's interest to do so.

The grain goes to New York. Another

inspector, under another set of rules, applies his standard, nature's laws are still working, it is to the interest of this inspector to make it No. 4. It will make more money for his employer; hence "No. 4 it is."

You say to me, that I am charging dishonesty and unfair methods to these inspectors. Not a bit of it. Nature is nature, and can only be charged by Nature's God. It is as natural for human judgment to sway toward selfish human interest, as for the sun to travel its course, or the heavenly planets to move in their fixed orbits.

After reciting such a large list of grievances and irregularities, I feel that I would only be classed as an agitator did I not give my views as to some remedies, so I will undertake briefly to give my views as to some of the cures, for the patient is sick; nigh unto death. We are offered the services of Dr. "Federal Inspection," but he has had no special training in this line. I am afraid he is a quack—so let us stick to the old Doctors. Have them take a post graduate course and bring themselves up to the requirements of the time.

Recommends Three Grades: I would recommend that the Exchanges get together and agree on a uniform standard of grading of grain.

This standard should only contain three grades—1, 2 and 3 of each variety. All of the rest should be thrown into sample.

I would recommend to Congress the adoption of these rules as the fixed standard for grading American grain.

I would make it a penal offense to apply any other standard to the grading of grain.

I would establish such trade rules as to time and place of inspection and delivery of grain as would leave no room for misunderstanding between shipper, buyer and seller.

I would leave the appointment of the inspectors with the commercial bodies which now controls them.

I would constitute the inspectors—referees pure and simple—both on grades and sample grain.

I would create an Appeals Committee of three in each recognized market, to whom all differences as to grades, should be submitted.

After abolishing all grades below 1, 2 and 3, appeals would be rare.

I would have this Appeals Committee composed of men of known ability—non-members of the Exchanges from which the appeal is taken; appointed by the Judge of the court in the county where the appeal is to be taken.

I would have the expense of the Appeals Committee borne equally by buyer and seller.

These are not all of the reforms necessary by any means; but they will serve as a beginning.

Great reforms are not established by one single bound, but by small increments of advancement. Let us take at least one step forward in inspection reforms—we haven't taken one for forty years.

In saying this, I am mindful of the moisture tests that have been recently introduced in testing grain. As real tests of value, I think they amount to but little.

I expect to bring down upon my head the wrath of the moisture test friends, when I say this, but I thank my lucky stars. I am not alone in this belief.

When we have earnestly and honestly striven to correct all of the evils that we know exist, we will be rapidly approaching the dawn of the millennium in the grain trade. The dawn of that day, when buyer and seller stand on equal footing; when the greatest commercial industry of the world will have entered the arena of the "Square Deal."

Grain Dealers' Meetings.

July 14-15 at Des Moines, Ia., eighth annual meeting of the Iowa Grain Dealers Ass'n. Sessions will be held in Convention Hall of Hotel Savery.

July 15 the Tri-State Grain Dealers Ass'n will met in Minneapolis.

July 28-30 the National Hay Ass'n will meet at Cedar Point, O., via Sandusky.

Oct. 15, 16 and 17 at St. Louis, Mo., the twelfth annual meeting of the Grain Dealers National Ass'n. Headquarters Southern Hotel.

Crop Reports

Canada.

Comber, Ont. July 3.—The crops in this section are looking extra well excepting corn, which will be only about one-half crop.—D. Onstead & Son.

Winnipeg, Man., July 2.—Crop conditions were about perfect a month ago, but are not quite so at present. Owing to much cool weather, several frosts and too much rain in some districts, during the month of June, the crops have not done as well, nor will be as early as expected. Sand and wind storms in some parts of southern Manitoba and Saskatchewan did slight damage. The weeds are so exceptionally bad in the older districts of Manitoba that they will lessen the yield of grain. Some fields of grain are thin owing to poor seed being sown. The crop on the whole is still very promising and with good weather will be fairly early. Some barley and possibly some wheat will be harvested the last of this month, and wheat harvesting will be general around the 12th of August.—Campbell & Wilson.

Illinois.

Sterling, Ill., July 3.—Corn and oats give encouraging prospects.—F. A. Grimes.

Dixon, Ill., July 2.—Prospects for both corn and oats is good.—X.

Scottsboro, Ill., June 30.—Corn looks fairly well; wheat and oats short.—A. W. Ford.

Creston, Ill., July 2.—Oats and corn backward. Oats are beginning to get yellow.—Martin Kennedy.

Morrison, Ill., July 3.—The outlook for oats and corn is much better than last year at this time.—Burch Bros.

Rock Falls, Ill., July 3.—Corn and oats are both 60 per cent better than at this time last year.—Fred E. Davidson.

Franklin Grove, Ill., July 2.—Corn is late, but doing well now. Prospects for oats not so hopeful.—R. D. Morgan.

Fulton, Ill., July 6.—Oats good. While corn is backward, the stand is good, and prospects are better than last year.—L. O. Miesse.

Chatsworth, Ill., July 7.—Beneficial rains. Corn very small for this time of year. Oats heading out short, not half crop thru this locality.—Jas. H. Kessins.

Ashton, Ill., July 2.—Oats are backward. The cut worm is damaging the corn to some extent. The acreage of both corn and oats is about the same as last year.—X. X.

LaHogue, Ill., July 6.—Oats are all badly rusted, and at times when wind is high we have a regular "Rust Storm" such as I never saw before. Oats can't be much.—Igleby Bros. & Bush.

Newman, Ill., July 9.—Our corn prospect is for 85 per cent of full crop. Oats will come out about as last year, which was about 30 bus. to the acre. Early oats are fine quantity. No old oats left, and practically no corn.—Kaiser & Co.

Indiana.

Moran, Ind., July 1.—Present indications are for a good wheat crop; oats and corn very uneven.—O. A. Davis & Co.

Romney, Ind., June 30.—Wheat fine; oats short and light; corn in good condition, but 2 to 3 weeks late.—D. P. Simison & Co.

Fort Branch, Ind., June 25.—Wheat threshing will be in full blast next week. Wheat is a good grade, but yield is light.—L.

Clinton, Ind., July 6.—We expect a good average crop this year. Oats will probably yield better than last year.—Clinton Grain Co.

Iowa.

Clarence, Ia., July 8.—Oats are maturing fast. Corn much better than an average crop.—M. B. Cottrell.

Clarence, Ia., July 8.—Corn 20 per cent better than a year ago.—F. M. Webb, agt. Wells-Hord Grain Co.

Mt. Vernon, Ia., July 9.—Oats better than a year ago; corn only fair.—Falcon & Howson.

Wheatland, Ia., July 7.—Neither corn nor oats give encouragement for more than 75 per cent of the usual crop.—J. Sohmann.

Stanwood, Ia., July 8.—From present prospects both corn and oats here are 20

per cent better than last year.—E. F. Paist, agt. Wells-Hord Grain Co.

Lisbon, Ia., July 9.—Corn here is clean and looking well, with an excellent stand. Oats will be 30 per cent better than last year.—W. J. Fiola.

Grand Mound, Ia., July 7.—All crops late. Oats are at root, assuring us of no more than half a crop. Corn will be about 75 per cent.—Wells-Hord Grain Co.

Calamus, Ia., July 7.—Corn and oats are perhaps 10 per cent better here than last year. Rains during the last few days have greatly interfered with haying.—X.

Blairtown, Ia., July 9.—Prospects indicate great crops for this year. Farmers are jubilant over the outlook. There is an excellent stand of corn. Oats much better than a year ago.—X.

Clermont, Ia., June 25.—Crops are looking fine except corn, which is somewhat backward owing to too much rain. Haying has been behind 10 days earlier than usual. Oats all shipped out. Corn retailing here at 80c per bu.—J. H. Sheehan.

Mechanicsville, Ia., July 8.—While we ship a great deal of oats, there is no old corn shipping now. It has been mostly fed up. We feel here very optimistic about the prospects for the new crop of both corn and oats.—W. J. Dallas.

De Witt, Ia., July 7.—Rye good, but it is too wet to harvest. Oats about ¾ crop. A great deal of corn in the lowland was drowned. Corn is growing very well. Rains are now spoiling much hay which has been cut.—T. J. Glynn.

Wright, Ia., July 7.—Corn promises about as last year. About 2 weeks late. 5 per cent not planted or drowned out. Oats and barley affected with red rust. No better quality or quantity than last year. Early oats all in shock latter part of this week.—D. K. Unsicker.

Kansas.

Isabel, Kan., July 3.—Wheat is all harvested; threshing will commence next Monday. Everything lovely. Wheat good quality, fair yield.—J. S. Lanning.

Beulah, Kan., July 7.—Harvesting all done in this locality; oats poor, wheat fair; corn good; threshing will begin this week.—C. W. Glynn, mgr. Morrow & Taaffe.

Topeka, Kan., June 24.—In April the growers estimated but 24 per cent of the wheat area as worthless; now the same reporters say it amounts to 15.27 per cent, or about 1,070,000 acres. This leaves an area standing of 5,939,000 acres, and its present condition averages 72.93, 100 representing a satisfactory situation. This is a decline, and on a diminishing area, much over 18 points from the condition reported April 18. It would appear that the total planting of corn will be appreciably increased over that of last year, which was 6,809,012 acres. Calling a satisfactory stand and growth 100, the general average condition of the state's growing corn is 74.86 per cent, or below a normal for the time of year. The general conditions have not been propitious for corn, owing to superabundant moisture in the main corn-growing territory which delayed or prevented planting and cultivation. In fact, excepting in three or four western counties, reporters say that soil and weather have been unfavorable for working the corn; that weeds have made an unusual growth, and much replanting has been necessary. In some portions of the state corn is now being planted for the first time this season. There is little uniformity in growth of the different plantings, and much of the lowland corn is of poor color because of waterlogged soil. Of course all flooded areas planted to corn will be late. The acreage of oats will show a considerable decrease from a year ago, its average condition is 78.—F. D. Coburn, sec'y Kansas Dept. of Agri.

Michigan.

Leonidas, Mich., July 3.—Wheat in prime condition; farmers commencing to cut.—Central Mfg. Co.

Minnesota.

Beaver Creek, Minn., June 29.—Barley is a very poor crop. Oats is good.—Beaver Creek Eltr. Co.

Le Sueur, Minn., July 1.—Our crops are good so far; the rye will be ready to cut about July 10. The wheat and oats have a fine color and if we get good dry weather will have an average crop.—E. Wierwill.

Minneapolis, Minn., July 8.—I find from a number of reliable sources that the barley acreage of the three states, Minnesota, North and South Dakota, is increased over last year from 10 to 15 per cent. The present condition is most excellent. While the straw is heavy, the plant has such a splen-

did root, on account of having been sown under the most favorable seeding conditions for years, that we need not fear any damage from the rank growth proposition. The stand is good, and the plant's making good progress, is heading out, and with fair and warm weather through this month the crop will be ready for harvest from the 15th to 25th of July. It is impossible to tell, at this time, just what the quality will be, but I am inclined to believe we will have a good berry, and more feed value seeds than last year, as the ground has been well shaded by the good stand of the grain. Another indication of heavy crop is, that twine men are receiving orders for nearly double the amount of "string" than used last year on the same acreage.—F. M. Ingold.

Missouri.

Estill, Mo., July 2.—Wheat and corn short; overflow from river destroyed thousands of acres. No threshing yet, too much rain.—Wallace Estill.

Mercer, Mo., June 29.—Corn doing very nicely; past week excellent growing weather; good crop assured. Wheat, rye, oats now being harvested. Rye is good; wheat is good, but yield reduced on account of rust and spots caused by wet weather. Oats very badly damaged, some estimate as much as 50 per cent of entire crop lost by red rust. Fifty per cent of crop will give some surplus for shipping. Wheat crop damaged about 25 per cent.—Alley Grain Co.

Columbia, Mo., July 3.—The condition of the corn crop at this time is very irregular. On the high and well-drained lands some corn is in good condition and promises a good yield, while practically all of the flat lands are in very poor condition, and a considerable percentage of the corn on the flat prairie lands has been so injured that nothing at all can be done with it. A very large percentage of the corn on all the fine bottom land of the state has been destroyed by overflow, and the proportion report variously from 5 to 75 per cent of the corn on the bottom lands being entirely destroyed. For the entire state it is estimated that 14 per cent of the entire acreage planted has been abandoned. The largest abandoned acreage is in the northeast and northwest sections, where it is estimated at 18 per cent of the entire crop. The southwest section shows a loss of 12 per cent, and the central and southeast sections show an abandoned area of 11 per cent. Owing to the lateness of the overflow of the rivers, and the continued wet weather, only a very small proportion of the overflowed lands can be replanted. The present average condition of the corn crop for the entire state is 73, which is 4 points below the condition at the same time last year, 11 points below the average condition at the same time in 1906, and 7 points below the ten-year average. The lowest condition is 71 for both northeast and northwest sections. The central section is in the best condition, being 75, while the condition in the southwest is 73 and in the southeast 74. A number of counties in southeast Missouri are in need of rain. The excessive rains early in the season have put the land in poor condition for a drought, and frequent rains will be necessary from now on to maintain the present condition. Rain has interfered seriously with the harvesting of the wheat. Where there has not been too much rain the harvest has been completed, but in much of the central, western and northern portions of the state many fields have not been in condition for the binder, and some of our correspondents report that a great many fields are lost. The same condition exists with wheat along the bottom lands as with corn; that is, a large acreage has been destroyed by the excessive rain. The excessive rain also prevented the normal ripening of the wheat on a great deal of the level prairie land, and the wheat did not fill well. Considerable damage in some neighborhoods is reported from rust. A considerable portion of the crop, however, is of good quality and with fair weather from now on, so that the wheat can be saved, the general quality will be fair. Threshing has begun in a great many counties of the state where the weather has permitted, but has not progressed enough to give an accurate estimate of the yield. Our correspondents, however, have made a preliminary estimate of the yield for the entire state, which is 13 bushels per acre. This is one bushel below the estimate at the same time last year. The highest average yield is in the northwest section where it is 16 bushels per acre; the lowest average yield is in the south section, 10 bushels per acre. It is estimated that on account of the overflow and other causes, 9 per cent of the entire acreage has been lost. Upon this basis, the estimate for

the total product for the state is 23,000,000 bus. Oats were seriously damaged with rust, and it is estimated that 2 per cent of the entire acreage was plowed up and planted to other crops. The condition for the entire state, at the time of making up this report, is 70, which is 6 points below the condition at the same time last year. The lowest condition is in the northwest section, where it is given as 62, while the highest condition is in the northeast section, where it is placed at 77.—Geo. B. Ellis, sec'y Missouri State Board of Agri.

Nebraska.

Liberty, Neb., July 4.—Wheat nice average, 25 bu. to acre; quality as good as last year. Corn small but clean and green.—Liberty Farming Co.

St. Mary, Neb., June 22.—Wheat on bottoms about 3/4 of average. Some totally destroyed by flood, remaining 3/4 on upland damaged 1-1/2. Average about same as last year.—H. Schumann, agt.

Sedan, Neb., July 6.—Two inch rain last night. Corn is backward and some of it weedy; quite a bit gone in low places, also some wheat yet to cut in low spots. Oats look fairly well.—E. J. Bohling.

Hallam, Neb., June 30.—Farmers are harvesting wheat which is good with the exception of some lowlands. Prospects for oats good; corn prospect 15 per cent less than at this time last year.—Wm. Burk & Co.

North Dakota.

Valley City, N. D., July 3.—Crop prospects continue very good at present time, altho some seem to think crop needs rain; owing to such a wet June ground is packed firm and needs rain often.—Farmers Co-Operative Eltr. Co.

Turtle Lake, N. D., June 19.—Crop prospects never better at this time of year. Large acreage of spring breaking seeded to flax this season, and have had plenty of moisture to give it fine start. Light frosts this month did no damage to grain.—E. F. Freeman, Mgr. Regan & Lyness Eltr. Co.

Ohio.

St. Paris, O., July 8.—Wheat is making 20 to 36 bus. per acre.—W. J. Jenkins.

Agosta, O., July 6.—Crops making satisfactory progress. Wheat, oats and hay about an average. Corn best it has been for ten years.—C. O. Barnhouse.

Fletcher, O., July 2.—Oats crop 70 per cent of an average. Corn is clean and the ground is in good condition; stand 85 per cent of a 10-year average. Wheat acreage small; condition good.—Joe F. Coppock of Patty & Coppock.

Wooster, O., July 6.—Over several counties in southern Ohio the wheat jointworm, *Isosoma tritici*, has proved a most serious enemy to wheat this season and there is good reason for expecting that the infested districts will suffer in similar manner next year and that the areas affected will be greatly extended. We do not yet know the exact extent of the present season's infection and the Ohio Experiment Station (at Wooster) will appreciate any information from its correspondents that will assist in locating its boundaries. Some fields in the infested counties are not worth harvesting and the best among them have suffered from 10 per cent to 25 per cent loss, while the great majority seem to have been cut down to from 40 per cent to 75 per cent of an average crop. The total loss for the state will amount to a large figure, just how large can, at present, be only a matter of conjecture. In many fields it is impossible to find a straw that is not infested. The jointworm has been known as a wheat pest for 70 years and restricted localities have at times suffered severely for 3 or 4 successive years, but the present outbreak seems from present knowledge to be of greater extent than any previous one.—H. A. Gossard.

Columbus, O., July 1.—Wheat harvest is now in progress and it is estimated that the total yield will be 86 per cent of a full average crop. While this is a decline of 8 per cent in prospect since the issuance of the June report, it is not discouraging, as compared with the crop of 1907 at this time, it is 7% above the prospect estimate then reported; hence the average yield per acre should exceed last year's harvest. Compared with last year the acreage is 88% and the total product for the state will not fall far short of the crop of 1907. Wheat came out of winter in much better condition than was anticipated, and the weather conditions following being favorable, the plant showed improvement with each month's report until the present time. Frequent rainfalls, followed by long continued drouth during the past month, have tended to reduce the prospect. There is also some complaint of damage by fly and

other insects, while many of the correspondents note that the wheat is struck with rust. The estimated area of wheat plowed up this spring was so meagre that no report is made of same, and approximately the entire area originally seeded remained for the harvest. Oats show a decline in prospect of 12% during the past month, being now estimated at 77%, compared with an average. The correspondents generally note that the decline is due to drouth. The estimated area planted to corn is 97%, compared with 1907 area, of 2,859,354 acres. Its growing condition is quite satisfactory, being reported at 87%, compared with an average. Corn generally is small, as the planting was late, and its growth is not uniform, due to irregularity in time of planting. The crop has suffered from drouth during the past month. The damage reported by cut and grub worm is small. The prospect for barley is 86% and for rye 84%. The area of wheat for harvest is 1,843,859 acres, of corn 2,859,000 acres.—Ohio Dept. of Agri.

Oklahoma.

Lenapah, Okla., July 7.—Wheat and oats almost entire failure on account of excessive rains. Corn damaged 50%.—Lenapah Grain & Hay Co.

Nashville, Okla., June 26.—Threshing has commenced; wheat is not turning out as well as we looked for; averaging about 12 bus. per acre. Had too much rain and hail. Nashville Grain & Eltr. Co.

Hobart, Okla., June 23.—Have had a very wet harvest with hail in some places causing total loss of oats; wheat damaged, but will save 75% or 80% of crop with fair weather from cutting. Threshing will begin this week. Wheat will average about 12 bu. per acre. Corn silking; no old corn or oats here.—F. C. Shepherd.

South Dakota.

White, S. D., July 2.—Crops of small grain are looking fine; corn looks poor and no prospects for any in this locality.—L. P. Barg, agt. Farmers Co.

Albee, S. D., June 30.—No winter wheat here; spring wheat is looking fairly good only a little backward on account of the heavy rainfall.—Ag. North Western Eltr. Co.

Texas.

Fort Worth, Tex., June 29.—The cut of small grain is pretty well accomplished all over the state, except perhaps in the Panhandle west of Childress. South of Fort Worth threshing is about over and our information indicated the crop of both wheat and oats pretty well moved out. Oats have gone into consumption more liberally than heretofore, owing to the high price of corn which, in the consuming portion of the state, hangs around 95c per bushel sacked. Some dealers are in considerable quandary as to what will be the result of the North Texas oat crop. There is no doubt in the mind of the writer; the crop has been badly damaged by rains, first when it was in the bloom and afterward just before it was ready to cut. A considerable portion of the crop has been cut with mowers, owing to heavy lodging. We do not think Texas will raise over 50% of an average crop, and most of it will go into immediate consumption and we will be on a "shipping in" basis by Nov. 1. We believe practically the same conditions prevail in Oklahoma regarding oats. The wheat crop is reported damaged to the extent of 25%. The Southwest has been visited by unprecedented rain storms and we would not be surprised if heavier damage than has been reported, will develop when the crop is finally threshed and disposed of.—E. R. & D. C. Kolp.

Washington.

Mabton, Wash., June 30.—The wheat crop around Mabton and Prosser is a complete failure, hot winds burning up everything. Mabton shipped 260,000 bags last year, and expect only 15 to 20 thousand this year.—K.

Mabton, Wash., June 28.—First cutting of alfalfa is all in stack. The yield is generally below the average. The grain crop is almost 25% to 30% short of last year account of cold weather and lack of moisture.—Hak.

Kennewick, Wash., July 1.—Crops in the Horse Haven and Rattlesnake district almost a total failure. Will not have enuf for feed. It is now 115 degrees here at noon. Grain warehouse will not be opened this year and buyers paid off.—T. A. H.

Tacoma, Wash., July 2.—Rains have been light and heavy winds have driven the moisture out of the ground. While some sections are in fairly good condition others are suffering from drouth. I think the entire state will be cut down about 40% from last year's yield.—S. S. King, State Grain Inspector.

Wisconsin.

Boyd, Wis., July 9.—Crops look fair, and from now on with good weather will be a good crop.—O. J. Mundson.

Madison, Wis., July 1.—Crop reports are uniformly encouraging. The absence of any general unfavorable condition affecting growing crops, the exemption from damage from severe storms, except in portions of Crawford and Grant counties—and the fact that no crop promises failure, causes a feeling of confidence on the part of the farmer, seldom so generally noted. An immense hay crop is now being harvested, and quite a part of the clover acreage has already been secured in good condition. Pastures remain exceptionally good, and in themselves are a great source of wealth to the dairyman. Winter grains are maturing without drawback and promise well. Barley is heading nicely. Oats are free from rust, and do not generally show an overgrowth causing loss from lodging. Hoed crops are reported as being generally in clean condition from cultivation. Corn is still low, but the stand is good and the plant thrifty, and farmers are not discouraged at the outlook. The percentages of condition are: Winter wheat 94%, spring wheat, 95, winter rye, 98%, spring rye 96, oats 97%, barley 95, corn 85, peas 94, beans 95.—John M. True, Sec'y Wisconsin State Board of Agri.

Government Crop Report.

Washington, D. C., July 8.—The Crop Reporting Board of the Department of Agriculture estimates the acreage planted in corn to be 100,996,000 acres, an increase of 1,065,000 acres, or 1.1 per cent, compared with the final estimate of the acreage planted last year. The average condition of the corn crop on July 1 was 82.8 per cent of a normal, compared with 80.2 on July 1, 1907, 87.5 on July 1, 1906, 85.6 the ten-year average on July 1. Comparisons for important corn states follow:

States.	Pct. of 1907.	Acreage, 1908. Acres.	Condition, July 1. 1908.	10-year av'ge.	
Ill.	98	9,331,000	80	82	87
Ia.	99	9,068,000	83	78	88
Mo.	97	7,542,000	74	82	85
Neb.	102	7,621,000	84	80	86
Tex.	106	7,854,000	83	78	78
Kan.	99	6,950,000	83	78	85
Ind.	97	4,549,000	83	78	86
Okla.	106	4,929,000	74	86	90
Ga.	102	4,515,000	88	89	85
Ohio	100	3,400,000	87	75	83
Ky.	102	3,366,000	83	81	88
Tenn.	100	3,014,000	87	80	87
Ala.	103	3,050,000	86	80	85
N. C.	102	2,787,000	92	83	89
Ark.	103	2,601,000	81	79	85
Miss.	106	2,650,000	86	75	83
S. D.	105	1,942,000	84	77	86
U. S.	101	100,996,000	82	80	85

The average condition of spring wheat on July 1 was 89.4 per cent of a normal, compared with 95.0 last month, 87.2 on July 1, 1907, 91.4 on July 1, 1906, and 87.6 the ten year average on July 1. Comparisons for important states follow:

States.	Per cent of U. S. acreage, July 1, 1908.	Condition, July 1, 1908.	July 1, 1907.	July 1, 1906.	10-year av.
N. D.	33.4	93	97	88	95
Minn.	30.3	90	95	85	84
S. D.	16.7	95	97	89	88
Wash.	5.7	65	83	95	94
U. S.	100	89	95	87	87

The average condition of winter wheat at time of harvest was 80.6; compared with 86.0 on June 1, 78.3 at harvest, 1907, 85.6 in 1906, and 80.2, the average at time of harvest for the past ten years. Comparisons for important winter wheat states follow:

States.	Per cent of U. S. acreage, h't'v't, in state, 1908.	At h't'v't, June 1, 1908.	Condition, July 1, 1907.	July 1, 1906.	10-year av. at harvest.
Kan.	19.4	71	78	60	77
Ind.	9.2	88	92	80	74
Ill.	7.8	80	88	81	76
Neb.	7.6	81	86	81	76
Mo.	7.5	74	84	85	81
Ohio	7.0	83	92	80	75
Penn.	5.3	92	92	93	86
Okla.	4.5	78	85	61	80
Cal.	3.3	70	65	77	76
Tex.	3.1	79	84	50	73
Mich.	2.9	81	91	75	71
U. S.	100	80	86	78	80

The average condition on July 1 of spring and winter wheat combined was 83.3, compared with 89.4 last month, 81.6 on July 1, 1907, 87.8 on July 1, 1906, and 92.9 the ten-year average.

The amount of wheat remaining on farms on July 1 is estimated at 5.3 per cent of

last year's crop, equivalent to 33,797,000 bus.; as compared with 54,853,000 on July 1, 1907, and 42,012,000, the average for the past ten years of the amount on farms on July 1.

The average condition of the oats crop on July 1 was 85.7, compared with 92.9 last month, 81.0 on July 1, 1907, 84.0 on July 1, 1906, 92.1 on July 1, 1905, and 87.5, the ten-year average on July 1. Comparisons for important states follow:

States.	In state.	Per cent of U. S. acreage		Condition.			
		1908.	1907.	June 1.	July 1.	10-year	July av.
Ia.	14.4	89	97	88	92		
Ill.	12.6	75	89	80	86		
Minn.	8.5	91	96	83	89		
Neb.	8.1	87	91	86	89		
Wis.	7.4	95	87	90	92		
Ind.	5.3	70	89	74	86		
Ohio	4.9	82	92	79	88		
Mich.	4.5	84	90	75	90		
N. D.	4.4	94	98	89	86		
S. D.	4.3	95	87	91	90		
N. Y.	3.8	90	94	86	91		
Penn.	3.2	88	95	86	89		
Kan.	3.1	80	85	40	76		

U. S. ... 100.0 85.7 92.9 81.0 87.5

The average condition of barley on July 1 was 86.2 per cent of a normal, as compared with 89.7 last month, 84.4 on July 1, 1907, 92.5 on July 1, 1906, and 88.3, the ten-year average on July 1. Comparisons for important states follow:

States.	In state.	Per cent of U. S. acreage		Condition.			
		1908.	1907.	June 1.	July 1.	10-year	July av.
Minn.	18.4	89	96	86	89		
Cal.	16.2	71	70	78	84		
N. D.	14.1	94	96	89	86		
S. D.	13.9	95	97	92	90		
Wis.	12.3	94	95	90	91		

U. S. ... 100 86 89 84 88

The average condition of rye on July 1 was 91.2 per cent of a normal, as compared with 91.3 last month, 89.7 on July 1, 1907, 91.3 on July 1, 1906, and 90.1 the ten-year average on July 1.

The acreage of flaxseed is estimated as 2,657,000 acres; that is, 7.2 per cent, or 297,000 acres, less than last year. The condition of the crop on July 1 was 92.5 per cent of a normal; compared with 91.2 on July 1, 1907, 93.2 on July 1, 1906, and 90.0, the average on July 1 for five years.

The average condition of the hay crop on July 1 was 92.6 per cent, compared with 96.8 last month and approximately 82 on July 1, 1907.

John Wynne Jr.

Detroit is known in grain circles as the great Canadian gateway; 98% of the corn received in Detroit is shipped into the Canadian country. Canada raises very little corn; there was an inferior crop of the cereal in Essex this year. There is no duty on corn except for distilling purposes, but oats is taxed 15c per bu. Canada raises a fine quality of native oats.

The Detroit Board of Trade was organized in 1856. During the stretch of years between that early period and now no president was ever elected for more than two terms until the present president, John Wynne Jr. He is now serving his third term, having been successively elected in 1896, 7 and 8. This very unusual, and in the case of Detroit, unprecedented honor was given Mr. Wynne as a reward of merit.

When he was elected president there seemed to be little life in the Board. Since his accession he has given his time and energy to pushing the interests of the Board of Trade. The railroads have conceded thru billing rates on all lines because of the activity of Pres. Wynne; he has secured a Lake and Rail billing; aside from these important advantages he has secured for his market, the Board of Trade has especially profited by its renewed life and enthusiasm. Many grain dealers thruout the state have applied for membership, which has increased 25% during the last 3 years.

Mr. Wynne has been in the grain business ever since he was 14 years old. He began with M. Johnson & Co., for a long time prominent dealers in Detroit. He then took a position with Gilette & Hall as financial man and continued with that firm until 1898, when it was succeeded by the present firm of Carson, Craig & Co., Mr. Wynne continuing with the new firm in the same capacity.

The secret of the success of Pres. Wynne has been his appointment of live men on the comites and then by giving their work his personal attention.

Grain Carriers

The low rates on grain for export via Montreal are not expected to last longer than August.

A few of the Interstate Commerce Commissioners will remain on duty during the vacation season.

The Pennsylvania Railroad is getting its 5,000 idle cars in condition for an expected heavy grain movement.

Excavation on the Panama Canal during June was 3,056,000 cubic yards, against 963,000 yards in June, last year.

Grading is soon to begin on the Colorado, Texas & Mexico R. R., which will extend 300 miles, from Mangum, Okla., to Abilene, Tex.

The Oklahoma City, Shawnee & El Reno Rapid Transit Ry. will begin construction Sept. 15 of its 70 miles of line from Shawnee, Okla.

Of the fleet of 9 big liners sailing from Boston one week recently only two were booked to carry grain, so sadly has the export trade thru the port fallen away.

Corn charters at Chicago are as low as 3/4c to Buffalo. Evidently the complaint of New York exporters must be directed against exorbitant charges nearer home.

T. H. Bunch of Little Rock, Ark., on July 2 pleaded not guilty to the charge of receiving rebates on grain from the Iron Mountain Railroad and the federal court set his hearing for Nov. 2.

Heavy rails are being laid on the Lewiston line between Pullman and Howell, Wash., preparatory to routing all grain shipments thru the Lewiston gateway of the Northern Pacific to Portland.

Idle cars show a decrease of 36,696 for the 2 weeks ending June 24 as reported by the American Railway Ass'n. Surplus cars numbered 313,298 on that date against 413,605 on Apr. 29, when the surplus was at the maximum.

The Nebraska-Iowa Grain Co. of Omaha, Neb., has filed a complaint with the Interstate Commerce Commission against the Union Pacific Ry. to recover \$1,411 in switching charges on 174 cars of grain transferred at complainant's elevators.

The trunk line ass'n has decided not to grant the request of the New York Produce Exchange for a reduction of the grain rate from lake ports to New York. Now the Exchange contemplates appealing to the New York State Public Service Commission.

Three sailing vessels arrived at Queens-town, Ireland, recently less than 3 hours apart, having cleared with wheat cargoes from Astoria, Ore., all on one day. None met during the 17,000-mile voyage, so that their nearly simultaneous arrival is all the more astonishing.

A charter granting freedom of taxation and other privileges to the Mississippi Valley & Orient Steamship Co. will be voted upon by the people of Louisiana next fall. It is intended that the new company shall fully develop the river traffic between Pittsburg, Minneapolis, Chicago and Kansas City and New Orleans.

The work of repairing the break in the Cornwall Canal has gone forward rapidly and the way to Montreal will soon be open. To relieve the situation the roads granted a temporary lower rate on grain



John Wynne, Jr., Detroit, Mich. Pres. Board of Trade.

that had arrived at Kingston, grain not having reached that point going via Georgian Bay ports. The roads cancelled the loading charge of $\frac{1}{4}$ cent at both Kingston and Prescott.

The car distribution order of the Interstate Commerce Commission against the Alton road has been sustained in part and reversed in part by the circuit court at Chicago. The court sustains that part of the order which compels the roads to count private cars and fuel cars of foreign roads which may be on their lines as part of the available equipment for distribution to shippers; but the injunction is granted against that part of the order which includes the roads' own cars which it employs in hauling its own fuel.

The Milwaukee Chamber of Commerce on June 26 filed complaint with the Interstate Commerce Commission against the Rock Island, Illinois Central, Northwestern and C. M. & St. P. roads asking that the thru rates on grain be made the same to Milwaukee as to Chicago. One complaint charges that the Rock Island and the Chicago, Milwaukee & St. Paul enforce the same rate as the Chicago rates on wheat and barley from Iowa, Minnesota and South Dakota named to Milwaukee, but refuse to apply these to corn, oats and rye, thus giving undue preference to the Chicago market. The other complaint is against the Illinois Central, the Chicago, Milwaukee & St. Paul and the Chicago & Northwestern. It says these roads had thru rates on all grain from the three states named to Milwaukee identical with the tariff to Chicago, and that on Aug. 1 last the defendant roads arbitrarily canceled the then existing Milwaukee thru rates and advanced the rate to Milwaukee.

Grain Trade News

(Continued from page 67.)

At the annual meeting of the Travelers' Prot. Assn., in this city, F. W. Crandall, Chairman of the R. R. Com., extended a fine tribute to E. P. Bacon, commonly called the "father" of rate legislation, for his untiring efforts in arousing the business interests of the country to the demand for laws and power for the I. C. Com. to regulate rates.

In the face of the new crop I think barley and oats will go lower. Slack conditions in the east and expect things here will be quiet for some time. Prices too high. Buyers do not seem to care to take hold. When we get oats down about 10c per bushel and barley 10 or 15c they probably will do something. Look for a big crop.—I. C. Lyman.

Think barley will start in selling at about 45 to 60c, and expect the new crop of grain will do better than the last as far as Wisconsin is concerned. There is a healthier demand now from maltsters than there has been any time in the last three months. Forced to buy to fill orders as they are down to that point where it becomes a necessity.—C. F. Glavin.

Posted in the exchange room with an attractive frame surrounding it appeared the first death notice under the new rule requiring their being posted. Peter Robertson, died June 30th, 1908, a member of the Chamber of Commerce of the City of Milwaukee was the inscription. Mr. Robinson was well known throughout the country to the milling trade. He was formerly grain buyer for the Daisy Roller Mills and the Berger-Crittenden Milling Co.

The consensus of opinion among barley dealers is that the coming season will see prices at about the same level as former seasons and probably lower. It is figured that the acreage seeded to barley has been increased considerably as a result of the fancy prices paid the past year, making a larger crop, which, with the weakening effect the prohibition movement will have on the consumption, may work values to a point considerably below that of past years. It is thot, however, that the malting interests will take equally as much as in previous years.

When the matter of dockages on durum wheat was first proposed in this market, many were the expressions that this trade would be killed by any such move, but in spite of all it has been found, after an actual working, that the system is a good one. "No. 2 durum wheat should be docked the same as No. 1 and 2, as should No. 3 Spring wheat," says P. P. Donahue. "While the dockage has no effect on the grade, there is an equal amount of dirt in the lower grades as the higher, and if the farmer persists in growing dirt with his grain, or does not think it necessary to clean it, why buyers should not be called upon to buy it, for no one is going to pay money for dirt, which is no more than right."

After being submitted to a vote of the members of the C. of C. section 1 of rule 11 was amended by striking out in the second paragraph the words in parenthesis immediately following the expression: "Hard Winter Wheat," to take effect Oct. 1st, 1908. The section now reads: "Provided, further, that on contracts for the immediate, regular or future delivery of wheat, corn and oats, warehouse receipts of licensed public eltrs. of Chicago, approved by the B. of D. of the Milwaukee Chamber of Commerce, may be delivered in this market in fulfillment of such contracts. The proprietors of such licensed public eltrs. of Chicago who have not already given a bond which in the judgment of the Bd. of D. of the

Milwaukee C. of C. is sufficient security for the public, shall file with the Secretary of the C. of C. a bond with sufficient surety or sureties, in such sum and subject to such conditions as may be required by the B. of D. of the C. of C. for the security of the public. No. 1 northern, No. 2 red winter wheat, No. 1 and No. 2 hard winter wheat, No. 2 corn, No. 2 white or No. 2 yellow corn, and standard oats, or No. 3 white oats at a reduction of five cents per bushel from the contract price, old or new, or the higher grades of wheat, corn and white oats, shall be the grades deliverable when Chicago warehouse receipts are delivered on contracts in this market. Provided, that on and after July 1, 1905, No. 3 corn, No. 3 white corn and No. 3 yellow corn shall be deliverable on contracts at a discount of five cents per bushel from the contract price when Chicago warehouse receipts are delivered on contracts in this market."—Slits.

G. E. Ady.

Colorado grain dealers have once again organized an association for the purpose of promoting the cause of fair trade, reforming trade abuses, improving trade conditions and helping distant shippers to a knowledge of firms noted for their unreliability.

The officers of the new association are: G. E. Ady, Denver, President; T. F. Savage, Denver, V-President; G. S. Clayton, Denver, Secretary; T. L. Jamison, Trinidad, Treasurer; W. S. Moore, Ft. Collins, Director; D. L. Upton, Colo. Springs, Director; Albert Wright, Denver, Director.

The new association will establish an arbitration committee to settle disputes, will strive to improve trade conditions and exercise every influence to raise the trade to a higher plane. The prime movers of the association seem to be in earnest, which insures them a full measure of success.



G. E. Ady, Denver, Colo. Pres. Colorado Grain Dealers Ass'n.

Grain Trade News

ARKANSAS.

Hope, Ark.—The Southern Grain Co. is erecting a brick plant.

Little Rock, Ark.—Judge Trieber of the Federal Court has recently declared the Burke reciprocal demurrage bill unconstitutional, for the violation of the 14th amendment.

CALIFORNIA.

San Francisco, Cal.—Jacob Eppinger died recently, aged 70 years, bringing to a close the criminal prosecutions growing out of the failure of the grain firm of Eppinger & Sons. The investigation that followed the failure of that firm resulted in the indictment of Jacob, Herman and Joshua Eppinger and James Deming on charges of obtaining money under false pretenses. They were accused of borrowing money from banks, giving as security fraudulent warehouse receipts. It is supposed they received nearly \$750,000 in this way. Jacob Eppinger was placed on trial before the fire, but the jury disagreed as to his guilt. The fire destroyed the records of the case and since then the district attorney has been compelled to ask for continuances because he has been unable to find copies of the indictments. Eppinger is survived by a widow four sons and two daughters.

CANADA.

Young, Sask.—The Canadian Eltr. Co. is building an eltr.

Montreal, Que.—The government has been disposing of some of its surplus seed oats at 54 cents per bu. in bags delivered.

Comber, Ont.—We are building an eltr. 26x38x56 feet high, capacity 13,000 bus., situated on the M. C. R. R. at a cost of \$5,000.—D. Omstead & Son.

Manitou, Man.—Mathew Young, sec'y of the Farmer's Eltr. Co., will receive tenders until July 15 for the supply of material and erection of a 40,000 bus. eltr. here to be completed by Sept. 1.

Winnipeg, Man.—The Grand Trunk Pacific Ry. is granting many applications for eltr. sites along its new lines, and it is thought about 30 country houses will be completed for the new crop.

Winnipeg, Man.—Robert Muir, head of the grain firm of R. Muir & Son, died very suddenly July 4. He was born in Ontario in 1850 and came to Manitoba in 1878. Mr. Muir was a member of the Winnipeg Board of Trade, past pres. of the Grain Exchange.

Winnipeg, Man.—J. P. Graves is said to have lost \$150,000 in an attempt to corner the market for rejected oats, of which he bot 1,500,000 and contracted with two eltr. companies for 1,000,000 bus. It is said the delivery to him of 500,000 bus., July 6, broke the corner.

Moose Jaw, Sask.—The capacity of the grain eltr. purchased by the New Prague Milling Co. is to be increased to 150,000 bus. and the mill is to be increased to 1,000 bbls. capacity per day. McLean & Son will have possession of the warehouse and eltr. until September to clean up their stock.

Winnipeg, Man.—Options are necessary

as a hedge, especially for the larger eltr. companies, but even as such are not always safe. Option speculation is exceedingly dangerous, as shown from the fact that two white oats, for some weeks this season, sold for over 25c per bu. higher than rejected; and the last two or three weeks, rejected have been 2c per bushel higher than two white.—Campbell & Wilson.

Neepawa, Man.—John T. Yeats, a well known grain dealer, died at St. Boniface hospital, Winnipeg, June 19, following an operation. Deceased had been a resident of Neepawa for the past 12 years, buying grain first for Robert Muir, and of late years for himself. A widow and several children survive him. His death left his purchase of wheat from many farmers unsettled, about \$10,000 being due them for grain shipped.

CHICAGO.

Memberships in the Board of Trade are selling at \$2,200.

The malt house of the Conrad Seipp Brewing Co. recently was damaged by fire to the extent of \$15,000.

The rate of interest on advances as established by the committee of the Board of Trade for July is 5 per cent.

Pres. H. N. Sager of the Board of Trade is taking a vacation with his family in the northern woods during July.

Geo. Bredemeier will represent the Winona Malting Co., of Winona, Minn., in the eastern states, with offices in the Royal Insurance bldg.

The telephone communication of nearly every firm in the Board of Trade was cut off July 9 by a fire in the building on the morning of July 9.

S. H. Greeley has issued a 20-page "Bulletin No. 1" on the eltr. question as he sees it, which is to be used as political ammunition in the coming campaign.

Adjournment of the Board of Trade at 12 Friday was in celebration of the Glorious Fourth, and at 12, June 26, out of respect to the late Grover Cleveland.

J. W. Fernald, J. G. Waters and H. L. Randall have been appointed delegates to the convention of the National Hay Ass'n to be held at Cedar Point, O., July 28-30.

Geo. H. Sidwell Co., incorporated, to do a general brokerage and commission business. Capital stock, \$50,000; incorporators, Geo. H. and Geo. T. Sidwell and Fred E. King.

New hay arrived on the Chicago market two days earlier than last year. The car of new prairie was received July 1 and was sold at \$12.50 per ton. Last year's arrival was from Oklahoma.

The first car of new wheat of the 1908 crop was received from central Illinois June 27 and was bot at 85c per bu. by the Armour Grain Co. The grain was of good weight and quality, but mixture with wild onion made it no grade.

Richard A. Murphy, who has been with A. O. Slaughter & Co. for the past 10 years, will become a member of the board of trade, and will operate the telephone. He is to succeed Robert Thomas who becomes a trader.

James W. Clifford, oats trader for E. W. Wagner, died July 3 at the home of his brother, Judge Clifford of the Circuit Court. Mr. Clifford had been a member of the Board of Trade for over 25 years and was with Mr. Wagner for many years.

Governor Deneen has presented a silver trophy to go to the winners of the game of ball to be played between the Board of Trade and the Chamber of Commerce of Minneapolis July 11. Governor Johnson will offer a similar trophy to be competed for at the game in Minneapolis July 18.

Application for membership in the Board of Trade has been made by Herman O. Matile, Arthur B. Lovell, John H. Herron, Harry S. Carroll, William S. Webb, Richard A. Murphy. Application for transfer of membership has been made by Lorenzo B. Roland, James L. Carden, Joseph McDonald, Alexander Nicol, George A. Adams, Est. of Patrick Finn. Members of the board recently admitted are John B. Morrow, George W. Cole, Knox S. Smith.

Attention is specially called to the following ruling governing sales made on the cash grain call: "It is permissible to allow current premiums for color when established by inspection under the rules of the state grain inspection department, but not for grade; for example, on a contract for No. 3 corn or better, if shipments applied should be classified into the established grades of yellow or white a premium may be allowed, but no premium is permissible on No. 2 corn."

We are indebted to Geo. F. Stone, sec'y, for a copy of the 50th annual report of the trade and commerce of Chicago for the year 1907. This bulky volume of 400 pages forms one of the completest, statistical reports issued by any exchange, giving in minute detail the receipts and shipment at Chicago of grain and other commodities, daily prices of the leading speculative articles, list of members, by-laws of the Board of Trade, rules of the state grain inspection department, foreign weights and measures, foreign import duties on grains, general statistics of the grain crops of Illinois, the United States and of the world, with statements of imports and exports.

Effective July 27, the Chicago, Rock Island & Pacific Ry. has issued tariff on grain from its territory in Iowa, Minnesota and South Dakota to Memphis, Tenn., Mobile, Ala.; and when for export to New Orleans, La., via Chicago, with transit privileges, at rates equal to those made thru other gateways. The rates are shown in C. R. I. & P. Ry. G. F. D. No. 19684—B and Supplements Nos. 16 and 18 thereto and are applicable via the Chicago & Eastern Illinois R. R. and connections. By the use of this tariff this market can reach the southeastern and Carolina territories on an equality of rates made via St. Louis and other gateways. This tariff applies the tariff rules of the Joint Rate Inspection Bureau. We expect to be able to announce tariffs via other routes in the near future. W. M. Hopkins, Manager, Transportation Department, Board of Trade.

COLORADO.

Denver, Colo.—The Dixie Grain Co. is a new company of which little is known except that Mr. John is mgr.

Denver, Colo.—This city has not now and never has had public weights and grades.—T. B. K. Time to get busy.

Ault, Colo.—The name of the Wheatland Milling & Eltr. Co. has been changed to the Ault Milling and Eltr. Co., with no change in the ownership or management.

Denver, Colo.—Cummings & Pease of Beatrice, Nebr., will open an office here and probably build a modern eltr. to handle their business. Mr. Cummings will be in charge of this office.

Denver, Colo.—The only persons known to have been connected with the defunct Union Hay & Grain Co. are two brothers named Pickeral. The name will be recalled by Iowa shippers who were victimized a few years ago on consignments to southern Indiana for which account sales were not forthcoming.

Denver, Colo.—The dealers of this city have frequently expressed their preference for public inspection and weights, so a Buro will no doubt be organized soon under the auspices of the Colorado Grain Dealers Ass'n. Such a Buro, if carefully managed would prove of great help to the city's grain trade.

Denver, Colo.—Is it not possible for some of the firms in other cities to see the opportunities that there are in Denver? Can they not come themselves or send their representatives? We want grain men of experience, we want business men of broad ideas, men who believe in the policy of live and let live. If there is such that reads this letter, let them come forward and they will find an excellent opening here.—M. E. N.

IDAHO.

Weiser, Ida.—We expect to build an eltr.* or warehouse.—Ricker-Gheen Commission Co., ltd.

Greer, Ida.—The Kerr-Gifford Co., has leased its warehouse to the Greer-Rochdale Co., which is an independent co-operative company.

Vollmer, Ida.—The Interior Warehouse Co. which is the operating company for Balfour, Guthrie & Co., will build a warehouse 60x300 feet on stone foundations.

ILLINOIS.

Bradbury, Ill.—St. John & Bro. have succeeded J. H. Snowden.

Scottsburg, Ill.—I am installing an automatic scale.—A. W. Ford.

Rochelle, Ill.—Morris Kennedy will open an oatmeal mill Aug. 1.

Elkville, Ill.—Henry Horn's new eltr. has been finished by L. H. Hodgman.

Rock Falls, Ill.—Fred E. Davidson showed his prosperity recently by repainting his eltr.

Stewardsville, Ill.—Voriss & Sons have succeeded G. W. Voriss.—J. C. King, Indianapolis, Ind.

Highland, Ill.—A. H. Labhardt, for the past 15 years manager of the F. M. B. A. Eltr. Co. has resigned.

Antioch, Ill.—The Farmers Grain Co. is building an eltr. on the Walsh R. R.—Geo. L. Merritt & Co., Rossville.

Lomax, Ill.—The Lomax Eltr. Co. is ready to let the contract for a 20,000 bu. eltr.—Lomax Eltr. Co., R. A. Lomax.

Ottawa, Ill.—The Wallace Farmers Grain Supply Co., is building a 50,000 bu. eltr. O. W. Martin has the contract.

New members of the Illinois Grain Dealers Ass'n are Burns-Yantis Grain Co., Louis Muller Co. and Stockbridge Eltr. Co.

Raymond, Ill.—The Farmers Grain & Supply Co., incorporated, \$10,000 capital

stock; incorporators, W. C. Rebhan, Fred Mondhink and others.

Scarboro, Ill.—Scarboro Eltr. Co., incorporated; capital stock, \$13,000; incorporators, H. L. Riesetter, H. A. Hilleison, J. M. Herrmann.

Bullardville Sta., Warrensburg P. O., Ill.—W. S. Smith of Mt. Zion has bot the eltr. of Victor Dewein, formerly known as the Janvrin Eltr.

Louisville, Ill.—I have sold my grain and feed business to Baird & Clifton and have not been interested in the grain business lately.—J. M. Mitchell.

Morris, Ill.—Farmers 'Square Deal Grain Co., incorporated; capital stock, \$15,000; incorporators, E. C. Cryder, Thomas Peterson, J. N. Hagen.

New Holland, Ill.—Sparks from an Illinois switch engine started a fire which destroyed D. H. Curry & Co. eltr. June 27. It contained 1,500 bu. of oats.

Vermillion, Ill.—We have purchased the eltrs. of Stewart & White on the Big Four and expect to make some changes in the plant.—Rudy & Co., of Paris.

Springfield, Ill.—An excursion will be run July 29 from this city to Champaign and the Illinois University in the interests of the Illinois Corn Exposition.

St. Joseph, Ill.—J. M. Current has purchased Fay Current's interest in the eltr. and the firm name will be changed from Current Bros. to Current & Son.

Waterloo, Ill.—The Southern Illinois Millers' Ass'n at its recent annual meeting here elected A. J. Meek of Marissa, pres., and J. T. Grigg, of Sparta, sec'y.

Dickeys Sta., Herscher P. O., Ill.—Inkster Bros, eltr. was totally destroyed by fire June 24, insurance \$5,000. At the time of the fire it contained about 4,000 bu. of grain.—J. C.

Fulton, Ill.—The E. A. Brown's eltr. is being repaired and generally overhauled, at an expense of over \$1000. Some new machinery, including a new car puller, is being installed.—G. W. Damon, Agt.

Humrick, Ill.—W. P. Banta intends to put up a crib in connection with his eltr. that will hold 50,000 bus. of ear corn. It will be a dump crib, and have all the latest improved machinery.—J. C. Kendall.

Dunn, Ill.—J. D. Mitchell's grain eltr. burned June 24. It contained 1,800 bu. of corn and 250 bu. of oats. The fire is supposed to have been caused by the sparks from a locomotive engine. Insured.

Cornell, Ill.—We do not know yet whether we will build or buy an eltr., but think we will build a 20,000 bu. eltr., as we have the site selected, and expect to have plans drawn at once to submit to the contractors for figures.—Cornell Farmers' Grain Co., C. E. Lishness, sec'y.

Gridley, Ill.—Cassius M. Coyle, silent partner in the grain firm of W. D. Castle & Co., and a representative in the Illinois legislature, died June 29, after an illness of several months. He was born in Kentucky in 1860 and began life as a school teacher, becoming a banker and grain merchant.

Newman, Ill.—W. J. Roller is putting in a line of the latest machinery into his plant here. Fred Cash will rebuild at Hughs Station, Hume P. O. We are going to enlarge and make extensive improvements, also arrange for shipping cobs, for which there is now a big demand.—Kaiser & Co.

Minooka, Ill.—The Minooka Grain Lumber and Supply Co. has purchased the

Pure Owl Brand Cottonseed Meal
41 per cent Protein Guaranteed
Analysis Registered
Richest Cattle Food yet known.
Write for our booklet and prices.
F.W. Brode & Co., Memphis, Tenn.
Established 1875



Cover's Dust Protector
Rubber Protector \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
124 Perley St., South Bend, Ind.

COON BROS.
Grain Dryer and Cleaner
Rantoul, Ill.

It takes off surface moisture without scarcely any shrink, thoroughly cleaning it and removing all fine stuff which causes corn to begin to heat. It also prevents bin burned oats by passing through the sun and air knocking the points off taking the appearance of clipped oats. It is simple, no machinery or power required but elevator must be reasonably high. It is all galvanized iron except steel perforated shelves, spactical and pays for itself the first season. Write for a description and cut.

We LOOK

after your interests carefully on business sent us and secure full market value for grain on consignment. Also give hedging orders prompt attention. TRY US.

McKenna & Rodgers
61 Board of Trade, CHICAGO

Prompt and Accurate
Analyses of All Grain
and Feeds

Don't ship your corn until you have had it tested for per cent of moisture

The Columbus Laboratories
103 State St., Chicago

eltr. of Mrs. A. K. Knapp, and will do a general banking and grain business. The building only was bot. Price paid, \$18,500. The contents will be purchased later. The officers are Frank Cryder, pres.; Joseph Dwyer, sec'y, Jay Widney, treas.

Kirkland, Ill.—E. O. Marshall has let the contract to the Burrell Engineering & Construction Co. for a grain eltr, to replace the one burned recently. It will have a capacity of 10,500 bu. The building will be 30x42 feet and 64 feet high. It will be cribbed, sheeted with galvanized steel and covered with an iron roof.

Springfield, Ill.—Governor Deneen has appointed the following members of the Illinois Grain Dealers' Ass'n as commissioners to the National Corn Exposition at Omaha, Neb.: E. M. Wayne, pres.; Delavan; W. L. Shellabarger, vice pres.; Decatur; S. W. Strong, sec'y, Pontiac; James F. Uempley, Pana; Frank Supple, Bloomington; Edwin Beggs, Ashland; C. C. Miles, Peoria; B. P. Hill, Freeport; C. P. Cummings, Beardstown; J. R. Ralston, Caledonia.

Galesburg, Ill.—The Jackson Grain Co., of Cedar Rapids, Ia., has bot the country eltr. business of Geo. S. Dole and has taken the lease he held on 10 of the 40 houses owned by J. H. Dole & Co. The eltrs. now leased by the Jackson Grain Co. are situated at Galesburg, Cameron, Monmouth, Wataga, Abingdon, Altona, Saluda, St. Augustine, Prairie City and Avon. The Jackson Grain Co. will establish offices at this city.

Peoria, Ill.—The S. C. Bartlett Co., which was incorporated as reported in this column June 25, but with \$300,000 capital stock instead of \$30,000, has succeeded S. C. Bartlett & Co., and the Northwestern Eltr. & Grain Co. J. H. Ridge, pres. of the new company, was mgr. of S. C. Bartlett & Co., and S. C. Bartlett, vice pres. of the new organization was mgr. of the N W Eltr. & Grain Co. John Dalton, who is sec'y treas., has been with S. C. Bartlett & Co. for 34 years. The foregoing and Wm. H. Bartlett and Wm. Jack make up the board of directors. The business of both firms will be carried on as before under the new name.

Peoria, Ill.—Governor Deneen has begun war on W. Scott Cowen, the chief grain inspector. He has had Frank Whipp, the official auditor for state institutions, digging away at the records in Cowen's office and he now declares that Cowen has used it as a huge political machine. Large hotel bills have been run up at the Great Northern hotel and paid for out of the state funds. Richard Yates' last campaign expenses were defrayed out of public money. However, the whole grain inspection business is in some sort a graft. Time and again they have tried to extend it over the Peoria market and as often as this was attempted, the grain men here have arisen in their wrath and protested in such vigorous fashion that the effort was abandoned.—Peoria Star.

INDIANA

Westport, Ind.—Frank Tyner is making improvements in his eltr.

Dale, Ind.—The Wallace Milling Co. have let the contract for a steel eltr.

Bluffton, Ind.—Davidson & Thomas are making extensive improvements at their eltr.

Frankfort, Ind.—M. T. Dillen has succeeded Dillen & Sellars in the grain business.

Greenfield, Ind.—We have sold our eltr. to Barrett Grain & Eltr. Co.—Thomas & Barrett.

Decatur, Ind.—The eltr. of the Monroe Grain, Hay and Milling Co. is nearing completion.

Oakville, Ind.—We are out of business at Oakville this year.—S. C. Hermann, Cowan, Ind.

Delphi, Ind.—Donlin & Ryan have equipped their dumps with Reliance Automatic Dump controllers.

Stockwell, Ind.—The Stockwell Grain Co. is equipping their dumps with Reliance Automatic Dump Controllers.

Moran, Ind.—We are overhauling our eltr. at Moran and putting in a set of automatic scales and building a new boiler room and cob house.—O. A. Davis & Co.

Windfall, Ind.—The Windfall Grain Co. incorporated; capital stock, \$50,000. Directors, George C. Wood, Jesse C. Hadley, Gordon C. Hadley.

King, Ind.—The Melrose Milling Co. of Princeton, Ind. will erect a grain handling plant at this place 20x60 feet. The company expects to be ready for business in about three weeks.

Anderson, Ind.—Our eltr. fire of June 12 was only a partial loss. We will rebuild same as before. The fire caught from dust room; spontaneous combustion.—Union Grain & Coal Co.

Mt. Vernon, Ind.—The American Society of Equity has leased a tract of land north of this city, and will build a grain eltr. costing about \$1,500. It will be used by the society to store their grain.

Oxford, Ind.—I hope to be back in the grain business for myself in the near future. I enjoy reading the Grain Dealers Journal to keep in touch with what is going on in grain circles.—Elland Benedict.

Delphi, Ind.—The new eltr. of H. Kerlin & Son is completed. It is 60x30 feet, and is completely covered with rust proof galvanized iron. The capacity of the eltr. is 50,000 bu. It was built by the Reliance Construction Co. at a cost of \$16,000.

Sullivan, Ind.—E. S. Crowder of Sullivan, after selling his mill and eltr. to the Sullivan Mill and Eltr. Co. is now attempting to do a scoop shovel business at Sullivan, Ind., New Lebanon, Ind., and Meron, Ind.—Sullivan Mill & Eltr. Co.

Lafayette, Ind.—A special agent in each county of the state has been appointed by Governor Hanly to have charge of all county movements for the National Corn Exposition at Omaha, Neb. A list of the appointees is being sent out by G. I. Cristie of this city.

Wolcott, Ind.—We have in construction an addition to our eltr. here, 14x42 feet, concrete foundation and asbestos roof, which when completed will give us another dump and will add about 12,000 bu. to our capacity. We may not need the room this year, but we claim to be a growing firm and are trying to keep abreast of the times.—Wolcott Grain Co.

Atkinson, Ind.—The grain eltr. owned by Bell & Greenwood, was destroyed by fire June 29. The firm practically closed a deal whereby the eltr. was to have passed into the hands of Mr. Bauman, of Chase; Roy McConnel, of Oxford and Walter McClellan, who resides near Atkinson, for \$14,000. The loss is partially covered by insurance. A modern elevator to replace one burned will be rebuilt at once.

Windfall, Ind.—The appellate court of Indiana recently affirmed the judgment of the circuit court of Howard county, awarding Geo. C. Wood \$2,500 damages for discrimination by the Pennsylvania Road and failure to furnish cars for the shipment of corn from his eltrs. at Windfall, Curtisville, Nevada and Hemlock, Ind., in 1902-3. Plaintiff alleged that the road favored Kokomo, Elwood and Bunker Hill, stations having competing lines of railroad.

IOWA.

Cedar, Ia.—R. J. Woody will soon erect an eltr.

George, Ia.—The farmers Eltr. Co. has purchased a Reliance Automatic Dump Controller.

Brighton, Ia.—D. Friend and W. Woods will build a grain eltr. on the site now occupied by the "Q" depot.

Strawberry Point, Ia.—James Carr and son Lowell, of Lamont, have purchased the grain and coal business here.

Granville, Ia.—We have not been able to secure a site for an eltr.—Granville Co-operative Grain Co. P. S. Vosberg, sec'y.

Larrabee, Ia.—Farmers Eltr. Co. incorporated; capital stock, \$25,000. Directors, C. A. Parker, S. F. Mortenson and R. L. Draper.

Grand Mound, Ia.—The eltr. formerly operated by the Northern Grain Co., which was closed a couple of months ago, has not been reopened.

Minden, Ia.—The McCaustland Grain Co., incorporated; capital stock, \$5,000 to operate the eltr. leased of Peter Ehlers by C. W. McCaustland.

Jewell, Ia.—O. J. Larson has requested the state railroad commission to compel the C. & N. W. R. R. to grant him a site on which to build an eltr.

Council Bluffs, Ia.—The Nebraska Hay & Grain Co., of which E. A. Nordstrom is sec'y and mgr. will erect a 75,000 bu. eltr. on the Great Western tracks.

Cedar Rapids, Ia.—The Clinton Grain Co., of Clinton, Ia., is erecting a grain cleaning and transfer house at this place. C. E. Newell has the contract.

Middletown, Ia.—We have completed our eltr. and mill, and in connection will deal in lumber and coal.—Middletown Eltr. Co.—A. W. Streed, sec'y.

Fairfax, Ia.—The eltr. owned by the Northern Grain Co. has been recently taken over by the farmers of that neighborhood, and is now styled the Farmers Mutual Eltr. Co.

Des Moines, Ia.—The Iowa classification of freight rates just issued by the railroad commissioners as classification No. 14 makes a general reduction and includes all commodities.

DeWitt, Ia.—T. J. Glynn's lease on the C. & N. W. eltr. having expired, the eltr. is now closed until a new lessee is secured to operate it. Mr. Glynn remains in DeWitt attending to the wants of his coal customers.

Des Moines, Ia.—The testing apparatus used by the grain inspection departments to determine the percentage of moisture in grain will be exhibited in operation at the annual meeting of the Iowa Grain Dealers Ass'n in this city July 14 and 15.

Lisbon, Ia.—The effects of the tornado which recently visited Lisbon and disfigured the eltr. of W. J. Fiala by raising off part of the roof and otherwise leaving

impressions of its visit, cannot now be noticed. The owner immediately repaired the damages. This is a new eltr., having been built less than a year ago.

PROGRAM IOWA GRAIN DEALERS.

The annual meeting of the Iowa Grain Dealers' Ass'n. will be held at Des Moines Iowa, July 14 and 15, 1908, in the convention hall of the Savery Hotel, in the dining room of which the banquet will be given.

TUESDAY JULY 14, 10 A. M.

President's Address.—Geo. A. Stibbens, Red Oak, Ia.

Secretary-Treasurer's Report.—Geo. A. Wells, Des Moines, Ia.

Pure Seed Law of Iowa.—Hon. H. R. Wright, State Dairy & Food Commissioner.

Uniform Bill of Lading.—E. J. McVann, Sec'y Omaha Board of Trade.

TUESDAY, 2 P. M.

Freight Claims.—Outline statement, by Geo. A. Wells, sec'y; general discussion by members and R. C. Richards, general claim agent C. & N. W. Ry.; H. P. Elliott, general claim agent C. M. & St. Paul Ry.; W. O. Bunger, general claim agent C. R. I & P. Ry.; R. Kirkland, general freight agent Ill. Cent. Ry.; L. F. Moore, general claim agent C. B. & Q. Ry.; J. W. Adams, general claim agent C. Gt. W. Ry.; C. H. Newton, general claim agent Wabash Ry.; H. F. Marsh, asst. gen. frt. agent Minn. & St. L. Ry., and Iowa Cent. Ry.

Buying Grain on its Merits, An Educational Force in the Improvement of Grain Crops.—Prof. M. L. Bowman, Iowa State Agricultural College.

Railroad Leases for Elevator Sites, Increased Rental Charge and Arbitrary Provisions.—General discussion.

Railroad Rates Quoted in Error.—General discussion.

Interest on Drafts as Charged by Terminal Dealers.—General discussion.

Different Rate Charged by Different Railroads From Same Point of Shipment to Same Destination.—General discussion.

Landlord's Lien Law.—General discussion.

Scale Inspection and Repairing.—General discussion.

BANQUET, 7 P. M. TUESDAY.

National Corn Exposition, Omaha, Dec. 10-19, 1908.—J. Wilkes Jones, General Manager.

Improvement of the Waterways.—Hon. B. P. Birdsall, Member of Congress, and Committee on Rivers and Harbors, and S. A. Searle, Omaha, Missouri River Navigation Congress.

Introductory by A. C. Miller, Des Moines, Iowa.

A Swedish Character Sketch.—Wm. Murphy, Kansas City, Mo.

WEDNESDAY, JULY 15, 9:30 A. M.

Unfinished business.

Report of Committee on Resolutions.

Report of Nominating Committee.

Election of Officers.

Adjournment.

Wednesday afternoon a meeting of the Western Grain Dealers' Mutual Fire Insurance Ass'n. will be held at the Savery Hotel.

Grain dealers are urged to bring their ladies with them to add to the social pleasure of the meeting.

KANSAS.

Moundridge, Kas.—The Farmers' Eltr. Co. is overhauling its eltr.

Moran, Kas.—The Moran Grain Co. has covered its building with corrugated iron.

Gypsum, Kas.—The Gypsum Valley Grain Co. has enlarged its elevating facilities.

Viola, Kas.—George W. Countryman has purchased the eltr. of the O. K. Grain Co.—J. W.

Isabel Kan.—We have installed new dump scales in our eltr.—Farmers' Eltr. Co., J. S. Lanning.

Arlington, Kan.—The Arlington Eltr. Co., has completed its engine room and is ready for business.

Holyrood, Kan.—W. W. Smith & Sons' eltr. was struck by lightning June 27. No fire; loss small.

Harper, Kan.—We have purchased the Farmers' Eltr. at Harper.—The Millers' Grain Co., Hutchinson.

Ingalls, Kan.—We are building a 10,000 bu. eltr. on the main line of the Santa Fe R. R.—R. J. Goddard.

Bison, Kan.—G. G. Wiechen of Garden Plain, Kan., has installed a new 12 h. p. gasoline engine in his eltr.

Kinsley, Kan.—The Kinsley Milling Co. has purchased the 75-bbl flour mill of M. C. Tubbs, and will remodel the eltr.

Arkansas City Kan.—The Arkansas City Milling Co. has bot of H. F. Probst the eltrs. at Bluff City and Portland.

Wichita, Kan.—C. E. Mullen will erect a three story structure of corrugated iron, costing \$4,000, for the Kansas Pure Alfalfa Co.

Washington, Kan.—F. H. Hoerman's eltr. was so badly damaged in a recent windstorm that he has torn it down and will rebuild.

Du Quoin, Kan.—The Deer Creek Eltr. Co. of Deer Creek, Okla., is repairing its eltr. at this point. D. E. Beaty will be in charge.

Pretty Prairie, Kan.—The eltr. owned by the Rock Mill & Eltr. Co., was struck by lightning June 27. Loss \$2,500. Insured. It is being rebuilt.

Atchison, Kan.—Theodore Bartholow died June 20, at the age of 81 years. For many years Mr. Bartholow was at the head of the largest cash grain house in this market.

Bluff City, Kan.—The Arkansas City Milling Co., of Arkansas City, Kan., has bot the eltrs. at this place and Portland of H. F. Probst, who will retain his eltr. at Arkansas City.

Langdon, Kan.—The Millers Grain Co., of Hutchinson, D. S. Warwick, mgr., has bot our eltr. and we are out of business. —J. A. Lyon, mgr. Farmers Grain, Live stock, Fuel & Supply Co.

Atchison, Kan.—Geo. E. Balcom, a grain broker operating at Atchison, Leavenworth and Lincoln, committed suicide recently by shooting himself. It is reported that he lost \$60,000 in transactions in corn.

Gorham, Kan.—The Salina Produce Co. has leased the eltr. belonging to M. L. Gorham & Co. and will operate under the name of the Gorham Grain Co.—We will install an Avery Automatic Scale.—The Salina Produce Co.

Smolan, Kan.—We have bot the 12,000-bu. eltr. of A. J. Thorstenberg on the Mo. Pacific Ry., equipped with cleaner, automatic Avery Scale and 5-h. p. gasoline engine.—Farmers Union Co-operative Co., M. F. Leith, agt.

Scottsville, Kan.—About 50 bus. of wheat were damaged by rain when the eltr. of Denton Bros. was struck by light-

See Next Page.

747 Postal Telegraph Building, Chicago.

1st

For a given size has FIVE TIMES more grain exposed to the air currents than in any Drier.

The Ellis Grain Drier

ning, June 6. In this column June 25 the wheat was erroneously reported as undamaged. The loss amounted to \$15.

Basil, Kan.—Basil Grain Co. discontinued about a year ago and was succeeded by myself. The eltr. had been leased by former owners until July 1 to J. F. Cheatum. Lease has now expired and I do business in my own name.—I. R. Blake.

Talmage, Kan.—The Farmers Eltr. began business July 1. A. D. Steel, of Abilene, will manage the eltr., and as he has had much experience in the grain business will be a valuable man. The eltr. has a capacity of 25,000 bus. with 185 farmers owning stock.

Hays City, Kan.—I. M. Yost has sold his string of eltrs. at Ellis, Toulon, Victoria, Collyer, Buffalo Park, Monument and Ogallah to the Wheatland Eltr. Co. This company was recently incorporated under the laws of Colorado by John K. Mullen and others.

Palco, Kan.—The Farmers' & Merchants' Eltr. Co. is building a \$6,000 eltr. with a capacity of 25,000 bus. It will be iron on the outside, and equipped with a wheat cleaner, grader, Richardson automatic scale and a 15 h. p. engine. M. J. Travis has the contract.—E. Rogers.

Hutchinson, Kas.—The Liberal Eltr. Co. has moved its headquarters from Liberal to this place and will operate a line of eltrs. along the Rock Island, six of which are already built. The directors are F. E. Hipple and E. T. Guymon, Hutchinson; J. F. Funk, Nickerson; Geo. Ellison, Chas. Summers and Lee Larrabee, Liberal.

Niles, Kan.—The Salina Produce Co. has leased the eltr. belonging to Dan Murphy at Niles. Mr. Murphy is repairing the eltr., and putting in a new boiler. The Salina Produce Co. is installing an Avery Automatic Scale. The eltr. will be operated under the name of Pribble & Wallace, with A. D. Wallace mgr.—Pribble & Wallace.

Melvorn, Kan.—The eltr. of the Melvorn Grain Co. burned about 11:30 p. m., June 29. Loss, on building \$2,295, insurance, \$1,800; loss on grain, \$412, insurance, \$1,500. Circumstances point to the burning of a couple of box cars by tongs of the town as the cause. The cars were near the eltr. and the tongs were in them shooting craps and drinking.

Wichita, Kan.—The Southern Kansas Millers' Club at its annual meeting, June 25 referred to a committee a proposition to create a grade of Kansas dark turkey wheat. The millers declared grain inspection in Kansas to be so lax that it is practically no benefit to the shipper or buyer. A committee was appointed to confer with Sec'y Coburn of the state board of agriculture and the officials of the state experimental station with the purpose of having a law enacted to provide for the systematic introduction of pure seed wheat.

KENTUCKY.

Cornishville, Ky.—The flouring mill and eltr. of the Cornishville Milling Co. was totally destroyed by fire recently. The loss estimated at \$12,000, with only \$6,000 insurance.

Louisville, Ky.—George Luesing's eltr. burned June 22, causing a loss of \$7,000, partly covered by insurance. The fire was caused by a lighted cigar. Mr. Luesing will rebuild at once.

LOUISIANA.

New Orleans, La.—Grain exports from New Orleans from Sept. 1 to July 1 amounted to 4,668,371 bus. of wheat, 3,786,164 bus. of corn, no oats and no barley; compared with 4,257,573 bus. of wheat, 7,236,188 bus. of corn, 65,000 bus. of oats and 12,600 bus. of barley from Sept. 1 to July 1 a year ago, as reported by W. L. Richeson, chief grain inspector, New Orleans Board of Trade.

New Orleans, La.—The United Irrigation & Rice Milling Co. incorporated, to merge 5 rice mills and two canal companies. Capital stock, \$2,500,000; incorporators, S. Gumbel, Henry Beer, I. M. Lichtenstein, Henry E. Gumbel, Edgar H. Bright, A. K. Kaplan and J. Blanc Monroe. Henry Beer, pres.; I. M. Lichtenstein, first vice pres., and Edgar H. Bright, sec'y-treas. The mills which have entered the consolidation are the following: People's Independent Rice Mill Co., Limited, of Crowley; Abbeville Rice Mill Limited; Gueydan Rice Mill, Limited; Eureka Rice Mill, of Crowley, and the Donaldsville Rice Mill. The two canal companies which are in the deal are the Abbeville Canal Co., of Abbeville, and the Lichtenstein-Hechinger Canal Co., of New Orleans.

NEW ORLEANS LETTER.

At the close of the season, it is stated by grain men that very little trouble was encountered by New Orleans handlers of corn, little or no hot corn coming here.

W. L. Richeson, chief grain inspector of the Board of Trade, has been appointed by Governor Sanders one of the directors of the Southern University at New Orleans.

Some export corn is going to Cuba but the demand even there is light. It is declared out of the question to do any European export business on the basis of present values.

The hay committee has appointed the following delegates to represent the Board of Trade at the meeting of the Association: A. F. Leonhardt, H. W. Benedict and J. S. Grasser.

The Chalmette Eltr. of the New Orleans Terminal Co., which was damaged recently by a storm sweeping away some of the conveying apparatus, has been completely repaired and is now ready for business.

The volume of grain moving here is reported very light. Demand for oats from the surrounding country is fair, but now that Louisiana planters are able to run on their new crop of corn, the demand will be very much lighter. The same condition prevails in the demand for corn, so far as the local market is concerned.

The Board of Trade has decided to send an exhibit to the National Hay ass'n meeting at Cedar Point, Ohio, July 28-30. The matter was taken up on receipt of a letter from H. H. Driggs, of the grades committee of the Ass'n. Five samples will be sent, one each of choice timothy, No. 1 timothy, No. 2 timothy, No. 1 clover mixed and No. 2 clover mixed. The following were appointed to select the samples: George B. Matthews, chairman of the hay committee; T. J. Stanton, H. W. Benedict and A. F. Leonhardt.

An embargo on all hay shipments to New Orleans has just been declared by the railroads. The New Orleans market has been suffering from a surfeit of low grades of ordinary No. 2 timothy and lower, and the inability of dealers to dispose of this class resulted in general congestion at railroad terminals. The embargo

will continue until the low grade hay is moved out. At one time during the season railroad agents estimated that there were 1,200 carloads of hay here, and this in spite of the fact that the combined sheddage capacity of the various railroads does not exceed 500 cars. The difference between 1,200 and 500 cars was on the tracks in railroad yards.—H.

MARYLAND.

Price, Md.—I am thinking of putting in an eltr.—W. J. Massey.

Baltimore, Md.—While repairs were being made to Northern Central Eltr. No. 3 all grain arriving on the road was temporarily unloading in Eltr. No. 1.

MICHIGAN.

Webberville, Mich.—A. J. Edwards has ordered two improved Hall Grain Distributors.

Augusta, Mich.—Koster & Faude are a new firm.—Wolverine Grain Co., Battle Creek.

Lake Odessa, Mich.—Ed. Cool, of Clarksville, has leased the new eltr. from the Lake Odessa Eltr. Co.

Albion, Mich.—F. E. Nowlin is making extensive repairs on his eltr.—Wolverine Grain Co., Battle Creek.

Belding, Mich.—Fred Purdy has added another story to his eltr. and will put in extra machinery and bins, to combine the purchase of grain with his bean business.

Davison, Mich.—The Burroughs-Wolohan Eltr. Co. has purchased the eltr. of J. C. Cartwright, and will put in new feed rollers and cleaners at once.—I. J. Berry, mgr.

Battle Creek, Mich.—The Battle Creek Eltr. Co. incorporated; capital stock, \$1,500. Incorporators, T. W. Swift, A. K. Zuin, A. L. Watkins, J. J. Martin, A. M. Minty. The company will operate a cold storage and warehouse.

Sturgis, Mich.—We have bot the G. R. & I. grain eltr. and have contracted to move it on the ground we recently purchased lying between the G. R. & I and Lake Shore road. We will remodel the plant and equip it with additional dumps, elevators and cleaners. It will have a capacity of 12,000 bus. We incorporated the Egly Grain Co. under the laws of the state of Indiana for \$6,000. Our main office will be at Berne, Ind.—C. S. Egly.

MINNESOTA.

Tenny, Minn.—The Atlantic Eltr. was recently struck by lightning.

Renville, Minn.—The Columbia Eltr has been painted and re-shingled.

Browns Valley, Minn.—I am out of the grain business.—E. G. Talbott.

Judge, Minn.—I am going out of the grain business.—S. Olson, Stewartville.

Osseo, Minn.—Produce Grain Co., of Duluth, has bot the Dakota Eltr. at this place.

Duluth, Minn.—A pumping station and fireproof machine shop is being erected for Eltr. C.

Rothsay, Minn.—The Farmers' Eltr. Co. expects to establish a branch eltr. at Lawndale.

Sargeant, Minn.—The eltr. of M. Stephenson & Son burned to the ground July 2. It was struck by lightning.

Henderson, Minn.—E. J. Matteson has been transferred by the Plymouth Eltr. Co. from this place to St. Peter, Minn.

Mora, Minn.—W. D. Uhr, of Comfort,

is pres. of the Farmers' Cooperative Eltr. Co., to which \$1,200 has been subscribed.

Duluth, Minn.—Eltrs. B and C of the Consolidated Eltr. Co. have been declared regular by the Duluth Board of Trade.

Grogan, Minn.—Marguerite Grace, wife of Paul Larson, agent for the Anchor Grain Co., died June 22nd, aged 26 years. The deceased leaves a little daughter 4 months old.

Hadley, Minn.—We have succeeded the Plymouth Eltr. Co. at Hadley, Butterfield, Grogan and Henderson, all on the Omaha R. R. Capacity of each 25,000.—Parker Eltr. Co.

St. Cloud, Minn.—The George Tileston Milling Co. will erect a 100,000 bu. eltr. at a cost of \$20,000. The eltr. will be in 4 sections, 4 tanks being built around a dumping platform, each tank being 80x35 feet.

Duluth, Minn.—The statement in this column June 25 that none of the Duluth eltrs. is public is incorrect, as we own Eltr. I which is a public house with a capacity of about 1,000,000 bushels. Also there are no public warehouses at Superior, Wis.—Consolidated Eltr. Co.

Duluth, Minn.—Fire on the afternoon of June 26 destroyed Eltr. D and 457,126 bus. of grain. A small explosion, cause unknown, was quickly followed by a burst of flames thru the roof at 12:30 o'clock. Soon the structure was a mass of flames and the fire spread to the dock and warehouse; but the automatic pumping station between Eltr. D and Eltrs. B and C worked continually and with the aid of streams from two tugs those houses were saved. The burned eltr. was equipped with automatic sprinklers, but the fire had too much headway before the sprinklers could be put into operation. Eltr. D was built of wood, comprised a working house and 1,200,000 bus. storage and was valued at \$185,000. It was one of the group of four eltrs. on which the Consolidated Eltr. Co. had \$1,087,000 insurance. The grain comprised 363,824 bus. No. 1 northern wheat, 86,298 bus. flaxseed, 6,706 bus. barley and 296 bus. oats, valued at about \$487,000 and insured for \$511,000. The Consolidated Eltr. Co. still has 9,000,000 bus. capacity remaining, but will rebuild at once. Eltr. G was worked from D and cannot be used until a new working house is built. Bids for the grain salvage were made by Brooks Eltr. Co., of Minneapolis, McGuire & Atwood, E. S. Woodsworth & Co. and Chas. R. Lull of Milwaukee, but the underwriters deemed the best offer of \$40,000 too low and have decided to sell the damaged grain in small lots.

OUR MINNEAPOLIS LETTER.

The Banner Grain Co. has amended articles making capital stock \$60,000. J. R. Stewart and G. F. Briggs.

The supreme court of Minnesota recently decided in favor of F. C. Gaertner in his suit against the Western Eltr. Co. and a new trial will be had.

The Tri-State Grain Dealers Ass'n will hold its annual meeting at Minneapolis July 15. Reduced rates will be available this week on account of the Shriners meeting at St. Paul.

The Getchell-Tanton Co. incorporated; capital stock, \$10,000. Incorporators, A. G. Tanton, P. R. Getchell, P. B. Getchell and F. E. Lydiard. The company will operate and maintain grain eltrs. and warehouses.

Chicago Board of Trade men attending the baseball game at Minneapolis July 18 will be entertained by the Chamber of

Commerce, the program including a trolley ride to Minnehaha Falls and Fort Snelling before the game, luncheon at the West Hotel and dinner at Lake Park. A ride to Lake Minnetonka will follow the game. Hal. Watson is mgr. and Edgar Hanson captain of the Chamber of Commerce team.

MISSOURI.

Knobnoster, Mo.—Ed. S. Harte is rebuilding his eltr.

Estill, Mo.—I want to build a 10,000 bu. eltr. on the M. K. & T. R. R., with all improvements.—Wallace Estill.

Blackburn, Mo.—Frerking Bros., who operate the grain eltr. here, were bereaved recently by the death of their mother.

Rich Hill, Mo.—Work on the new eltr. being erected by the People's Eltr. Co., on the Frisco railway track is being pushed as rapidly as possible.

Mercer, Mo.—We are operating 9 grain eltrs. this season at Mercer, Princeton and Milgrove on the C. R. I. & P., Lucerne, Newton, Harris and Osgood on the C. M. & St. P. and Pleasanton, Ia., and Saline on the C. B. & Q. Ry. and are contemplating erecting additional eltrs. at Mercer and Osgood.—Alley Grain Co.

KANSAS CITY LETTER.

On account of the flood, arrangements were made at one eltr. to spout grain directly from the bin bottoms to the cars.

The first car of new hard wheat was received June 29 by Goffe & Carkener from T. K. Miller of Anthony, Kan., and sold to the Aug. J. Bulte Milling Co. at \$1 per bu.

It is said that about \$15,000 has been accumulated by the court to be paid either to the grain dealers or the state when the validity of the 25-cent stamp law is decided by the suit now pending against the Kansas City Board of Trade.

The firm of Snodgrass, Steele & Co. has been dissolved. H. H. Steele and John R. Neil, of the old firm, will continue to do a general grain business under the firm name of H. H. Steele & Co., with headquarters at Kansas City. This firm recently purchased from the R. C. Stone Milling Co. an eltr. at Mt. Vernon, Mo., on the Frisco road. This makes six stations operated by this firm on the same line.—H. H. Steele & Co.

ST. LOUIS LETTER.

The St. Louis Hay & Grain Co. of Illinois, has been granted a charter to do business in Missouri with offices in this city.

Joint committees of shippers and railroad freight agents have been formed to expedite the tracing of shipments and the settlement of claims.

Walter Bain has been appointed superintendent of the Merchants' Eltr. for the Milliken-Helm Commission Co., E. F. Catlin handling the company's cash grain.

John Dower, supervisor of the Merchants Exchange Department of Weights, reports that during June the department found 240 cars with leaky grain doors, 31 cars leaking over grain doors, 238 leaking with leaking boxes, 23 leaking at end window, 240 cars not sealed, 89 with end windows not sealed and 41 with end window open.

MONTANA.

Inland, Mont.—The Farmers' Eltr. Co. is planning to erect an eltr.

Butte, Mont.—Henry Miller died re-

See Next Page.

747 Postal Telegraph Building, Chicago.

2nd

The grain being divided into thin vertical columns of even thickness, and the air currents operating on BOTH sides of the column EVEN DRYING of the grain is assured.

The Ellis Grain Drier

cently. He was largely interested in the barley trade and in breweries.

Laurel, Mont.—The Yellowstone Land & Grain Co. incorporated; capital stock, \$40,000. Incorporators, B. C. Brockway and R. Best.

Red Lodge, Mont.—The Hawkeye Eltr. Co. has applied for a site to the Northern Pacific Railroad Co. J. L. McCaul of Minneapolis, Minn., is pres. of the company.

Lewiston, Mont.—Chas. McClave, of Moore, mgr. of the Montana Eltr. Co. has let the contracts for the erection of four eltrs. one in this city and at Glengary, Straw and Garneill.

Great Falls, Mont.—The Rocky Mountain Eltr. Co. has closed a contract with L. O. Hickok & Son, for the construction of three eltrs., one at Cascade, Belt and Mendon. The capacity of each will be 30,000 bus.

Fallon, Mont.—I have been thinking about building an eltr. here but would rather have others put one up as my merchandise business keeps me busy. This is a good opportunity to engage in the grain business, as this is to be made a farming country. I own the townsite. It is on the main line of the Northern Pacific.—Chas. Hanson.

NEBRASKA.

Ashland, Neb.—E. T. Rose has completed his eltr.

Osmond, Neb.—Blenkiron Grain Co. is building an eltr.

Ainsworth, Neb.—The Excelsior Lumber Co. has built an eltr.

Eagle, Neb.—I have purchased my father's eltr. at this place.—R. C. Wenzel.

Sedan, Neb.—I have bot out my brother's interest in the eltr. here.—E. J. Bolling.

Liberty, Neb.—The Liberty Grain Co. has improved its eltr. at this place.—J. A. Harvey, mgr.

South Omaha, Neb.—The Updike Grain Co. will install an improved Hall Signalizing Grain Distributor.

Tekamah, Neb.—The Holmquist Grain & Lumber Co. has equipped its eltr. with a Hall Grain Distributor.

North Platte, Neb.—The state will be asked to appropriate \$50,000 for an experiment station at this city.

Wahoo, Neb.—The T. B. Hord Grain Co. has bot the eltr. of H. C. Jeffers & Co. J. H. Swallow will be in charge.

Omaha, Neb.—The Grain Exchange is arranging for wider publicity of the grain quotations of the Omaha market.

Ponca, Neb.—Farmers Mill & Eltr. Co. incorporated. Capital stock, \$25,000; Lee Sencenbaugh, pres., J. M. Hurley, secy.

Omaha, Neb.—We have consolidated the Kiddie Grain Co. and Droge Bros. under the name of Droge-Kiddie Grain Co.—W. C. Droge.

Norfolk, Neb.—Farmers' Grain & Live Stock Co., incorporated; capital stock, \$2,500. We will handle lumber, grain, live stock, etc.—J. Pinney, mgr.

Harvard, Neb.—We have bot the eltr. of the Hynes Grain Co. at Harvard, located on the Burlington tracks; capacity 50,000 bus.—Nebraska-Iowa Grain Co., Omaha.

Wymore, Neb.—Geo. Leland is charged with having stolen wheat from a car of the Burlington road. On his first trial

for the offense the jury disagreed, and he will have a second trial at Beatrice.

Curtis, Neb.—We are successors to A. C. Hagadorn & Son, and operate an eltr. in connection with the mill, and the B. M. R. R. (C. B. & Q.). Their separate eltr. is now a farmers' concern.—The Curtis Mills.

Nebraska City, Neb.—A letter from N. A. Duff, pres. of the Duff Grain Co., who is in Carlsbad, Germany, for his health, states that he is very much improved and hopes to be greatly benefited by the trip, if not cured.

Central City, Neb.—The T. B. Hord Alfalfa Meal Co., incorporated; capital stock, \$25,000; incorporators, T. B. Hord, Heber Hord, M. Shonsey and G. P. Bissell. They will build a 4-story alfalfa mill on the B. & M.

De Witt, Neb.—The Rock Island Eltr. owned by G. W. Warner, Beatrice, Neb., was sold June 10 to Wright-Leet Grain Co., Lincoln, Neb. The new owners are making improvements to the house which will give us a capacity better than 12,000 bus.—Wiley Snyder, agt. for Wright-Leet Grain Co.

Gretna, Neb.—The George A. Adams Grain Co. has appealed from the judgment for \$3,371 given the Farmers' Co-operative Shipping Ass'n by the district court of Sarpy county. Defendant alleges that transactions in grain and pork were made on commission and that the amount due is \$19.48, which has been paid.

NEW ENGLAND.

Middleboro, Mass.—C. P. Washburn, of Boston, is making extensive improvement on his grain plant here.

Boston, Mass.—Fire July 8 destroyed the eltr. of the Boston & Albany road with 30,000 bus. of grain.

North Grafton, Mass.—R. H. Davenport, of Stearns L. Davenport & Son, grain dealers, was married June 9 to Miss Sarah Wilson.

Springfield, Mass.—L. D. Potter, a member of the firm of W. N. Potter & Sons, grain dealers, was recently married to Miss Rowena L. Russell.

Bridgeport, Conn.—E. L. Oviatt, of Bantam, who recently purchased the grain business of E. T. Clark, has completed a 30x60 building on the site recently purchased. An eltr. and gasoline engine will soon be installed. Mr. Oviatt has also purchased a mill.

Boston, Mass.—The New England Grain Dealers' Mutual Fire Insurance Co. has paid a dividend of 10 per cent. to policy holders, and has recently renewed over \$1,000,000 insurance. The maximum taken on any one selected risk has been raised from \$4,000 to \$5,000.

Hartford, Conn.—The Connecticut anti-bucketshop law went into effect July 1, and 100 or more of these concerns have quit. The law requires the broker to furnish the customer with a memorandum of the name of the person from whom purchased and the time, place and price of the transaction.

New Bedford, Mass.—Henry M. Plummer, pres. of the Denison Plummer Co. states that his company has no connection with the movement to abandon rail shipments of grain in favor of shipments by vessel. Mr. Plummer says that while the present system of demurrage charges upon cars is vexatious, yet some adequate methods of relieving the congested condition of its tracks must be adopted by the

railroad in order to give the grain dealers satisfactory service.

Middletown, Conn.—We have installed a dry-pipe automatic sprinkler system at a cost of about \$2,000, which we regard as a good investment, as it reduces our rate of insurance one-half and gives us as good a fire protection as it is possible to have. We have our private alarm in the fire department headquarters here which is rung automatically as soon as the fire starts. We have just completed a new storehouse 200x40 ft., with a capacity of 50 cars of sacked feed.—Meech & Stoddard, Inc.

NEW MEXICO.

Carlsbad, N. M.—The Carlsbad Milling & Gin Co., incorporated; capital stock, \$10,000. It is proposed to start the business on a \$2,000 capital, with the following stockholders: Harry A. Hauser, George M. Cook, Francis G. Tracy.

NEW YORK.

New York, N. Y.—W. J. Brainard, a grain broker, recently had his heel badly crushed by a flywheel of an engine in a motor boat.

New York, N. Y.—Among the committee chairmen recently appointed by Pres. Ring for the Produce Exchange are the following: Grain, W. H. Kemp; grain commission rules, Frank I. McGuire; car lot grain, W. C. Mott.

New York, N. Y.—Our market is in a badly demoralized state. Hay of grades other than the very best it is impossible to move at any figure. There is at least 1500 cars of hay at the New York terminals and in transit—enough to keep the market supplied for the next two months.—W. D. Power & Co.

BUFFALO LETTER.

Still, with all the promise of a bumper grain crop some of the feed dealers are saying that the prices will remain pretty high.

H. C. Allen, who is pres. of the General Flour & Feed Co., of Syracuse, has purchased a membership in the Buffalo Corn Exchange.

The Eugene Crow Co. incorporated; capital stock, \$10,000; incorporators L. L. Babcock, E. McMills and E. Crow of Buffalo. They will do a general business in flour, bran, feed and grain.

Fine samples of new Kansas wheat are coming in and there will be grain here very soon. It has been offered some at 4 cents over Chicago September for No. 2, on track. The big falling off suggested is enough to create a timid market.

The movement of corn by rail is good, there being 47 cars reported one day and 69 the next day, beginning with July. The grading is pretty low. Oats have run down further than they were even expected to, but the grading is quite good.

Not looking for much trade right away the grain dealers are scattering more or less for the hot weather, seeming to prefer the Canadian woods for the most part. H. T. Kneeland, Jr., and H. G. Anderson are among those who have gone that way.

When a wheat dealer who claims to handle a great part of all that is sold here and is probably offered all there is on sale, says that it is nearly a week since he has had any offered, he can be set down as about as anxious for a new crop as the millers are.

Seymour Grain Co., incorporated; capital stock, \$25,000. Directors John A. Seymour, Jr., of Buffalo, Wm. E. Hudson and Geo. E. Fuller, of Chicago. The company will do a general consigning, receiving and forwarding business. Mr. Seymour is pres. and mgr.

This port is getting the worst of it with even the little grain that is moving by lake, for only about 19,000,000 bus. came this way so far this season, as against over 33,000,000 bus. to date a year ago. The amount of wheat is about as much as it was a year ago, but everything else is suffering badly.

Nothing to do is the complaint of not a few of the grain dealers in the Chamber of Commerce and tho this is perhaps considerably overstating the case it is not without a meaning. Business has not been good for quite a long time, but as the time for the expected great change from the old crop to the new draws near the disposition to buy grain becomes very slight.

Still we are not afraid of the all-water route to Europe via Montreal, as it is well known that the special rate to that port would not have been made if the lake steamers had not been so awfully short of business. They will perhaps never make another such rate. They are certainly making no profit out of it now.

The spring-wheat situation is growing daily more distressing. While dealers feel that they are warranted in making very stiff prices they would feel much better satisfied if they had the wheat at almost any price, but it seems that all members of the trade, seller and buyer, are now convinced that spring wheat is going to give out before the new crop is ready.

There will be no discount on the state wheat crop, as it is now past the growing state and cannot be a poor one unless it is spoiled in the harvest. As a rule the state millers are buying very little of the old crop, finding they will have to pay more than they can get out of it. They are turning out only a small amount of flour, buying their feed and taking their chances on the new crop.

Shippers are getting uneasy over the apparent failure of the railroads to get into line for moving the fall crops. Vice-pres. Brown of the New York Central has just reported that in the 40 years he has studied the western crops for his road to get its cue from, he has never seen a better prospect and yet it is believed that the road will be as badly behind its business as ever soon after the shipments become heavy, as they must when the harvest is ready.

The canal boats are all pooled now and the rate is held up to 5 cents on wheat to New York and nearly all the boats are lying idle here, when a fair rate would give them something to do and the port would soon be doing something. When the barge canal is ready it will reduce the rates so that nothing else can compete with it. An inside report of the work on the canal states that it is progressing finely and is all within the estimates. What is speeded as much as anything now is speed.—J. C.

NORTH DAKOTA.

Crete, N. D.—J. J. Peters has bot a site for an eltr.

Sheldon, N. D.—The Farmers' Eltr. Co. will erect a plant at once.

Bowdon, N. D.—A. Farmers' Eltr. Co. has bot the Occident Eltr. Co's. eltr.

Mohall, N. D.—C. Harlan has taken charge of the eltr. of the St. Anthony & Dakota Eltr. Co.

Reeder, N. D.—We will build a 40,000-bu. eltr. on the C. M. & St. P.—Farmers Grain & Lumber Co.

Jud, N. D.—D. E. Palmer has let the contract to erect a \$7,000 eltr. at this place to F. T. Rector.

Hunter, N. D.—The Great Western Eltr. Co. is building an eltr. in place of the one burned a year ago.

Arthur, N. D.—Mr. Smith, of Galesburg, N. D., will be mgr. of the Farmers' Eltr. Co. the coming year.

Devil's Lake, N. D.—A meeting of the Durum Wheat Ass'n of North Dakota will be held at this city July 14.

Gilby, N. D.—The Duluth Eltr. Co., whose eltr. was burned June 16, will rebuild. C. H. Benson has the contract.

Garrison, N. D.—An eltr. costing \$6,000 having a capacity of 40,000 bu. will be erected by the Farmers' Society of Equity.

Calvin, N. D.—The Farmers' Eltr. Co. incorporated; capital stock, \$10,000; incorporators, E. Porter, G. Henderson and J. Hayes.

Plaza, N. D.—O. J. Torbenson and W. F. Deming, of Fessenden, have taken charge of the eltr. business formerly conducted by T. F. Miller.

Langdon, N. D.—The Langdon Farmers' Eltr. Co. will construct a 60,000 bu. grain eltr. and has been receiving bids. Robt. Wark is sec'y.

Auburn, N. D.—The eltr. of the Duluth Eltr. Co. burned June 30. Loss \$10,000; covered by insurance. C. H. Berison has the contract to rebuild.

Streeter, N. D.—Farmers Eltr. Co. incorporated; capital stock, \$10,000; incorporators, G. Mack, Lehr, N. D. G. Enzminger and Peter Mayerboth of Streeter.

North Dakota dealers desiring to attend the annual meeting of the Tri-State Grain dealers' Ass'n at Minneapolis will have to get busy quick. The convention will be held July 15.

Hillsboro, N. D.—The Hillsboro Lumber Co., which recently bot the eltr. of the St. Anthony and Dakota Eltr. Co. is not a farmers' co-operative company. J. R. Carley is pres. and mgr.

Sykeston, N. D.—Farmers' Eltr. Co. incorporated; capital stock, \$10,000. Incorporators, Will Nelson and Michael Rasmussen of Sykeston and O. Johnson and others of New Home.

Leonard, N. D.—The Farmers' Eltr. Co. has made a proposition to both the Great Western and Monarch Eltr. Co., for the purchase of one of their eltrs. Should the proposition not prove favorable, they will proceed to build at once.

Devil's Lake, N. D.—Members of the Independent Grain Shippers' Ass'n of the American Society of Equity and a committee of the North Dakota Bankers' Ass'n met here June 27 to consider the establishment of a grain commission company at the head of the lakes. W. C. McFadden, sec'y of the Bankers' Ass'n says: "The committee appointed to organize a commission company made their report, showing that a large block of stock had been sold and assured the delegates that it would only be a matter of weeks until a cleaning house would be established. Several leading members of the Society of Equity were present. They have a similar plan to secure a terminal eltr. at the head of the lakes and it was the opin-

See Next Page.

747 Postal Telegraph Building, Chicago.

3rd

Owing to the enormous grain surface exposed to the air currents, drying can be done at a temperature as low as 110 degrees Fahr., and NOT destroy the capacity of the Drier.

The Ellis Grain Drier

ion that there was room for two eltrs. in that section, but if necessary the two schemes would be consolidated. It was not decided where this eltr. will be located, but it is very likely that it will be at Superior, Wis. The state was divided into districts for the purpose of selling shares in the eltr. and cleaning house and it is believed that the balance of the stock will be disposed of in the near future."

OHIO.

Fredrickstown, O.—A. B. Beverstock is building an eltr.—O.

Middletown, O.—Wm. J. Sebald has his new eltr. completed.—O.

McComb, O.—Chas. Shuler has purchased a wheat cleaner.

Troy, O.—The Hayner Distilling Co. has installed a Hess Drier.

Circleville, O.—The Heffner Mfg. Co. will buy a gasoline engine.

Casstown, O.—David Kestler is bldg. a 25,000 bu. eltr. at this point.

La Rue, O.—W. O. Risch will install a new milling outfit next year.

Oakwood, O.—W. H. Hill has added a stone burr to his eltr. equipment.

Overton, O.—I have added a 20x30 feet addition to my eltr.—S. M. Smyser.

Grove Port, O.—Wm. Leyshon is doing a scoop shovel business here.—A. F. Herr.

Ingomar, O.—The farmers are building an eltr. here and equipping a 200-bbl. flour mill.

Yellow Springs, O.—Thomas Dewine has purchased the grain eltr. of Fred Schlientz & Sons.

Lockland, O.—The Lockland Milling Co. will build an eltr. with a capacity of 10,000 bus. for wheat only.

Lodi, O.—I have just installed a Cyclone Grain Loader and may buy a gasoline engine.—H. Bennader.

Clarks Station, O.—J. M. McFarland has equipped his dump with a Reliance Automatic Dump Controller.

Toledo, O.—The Toledo market was cleared of No. 2 red wheat recently when F. O. Paddock sold 100,000 bus.

Cincinnati, O.—John W. Haley has brot suit to recover \$3,150 lost in the bucket-shop of the O'Dell Stock & Grain Co.

Cedarville, O.—Kerr, Hasting & Co. have just equipped their eltr. with new spouting and made other necessary improvements.

Gilboa, O.—The grain eltr. of A. F. Dean & Co. burned June 24. Loss on eltr. and contents about \$15,000. The fire started in the cob house.

DeGraff, O.—I purchased the grain eltr. of J. W. Thatcher, and am installing new machinery and placing the eltr. in first-class shape.—Andrew Mohr.

Melvin, O.—J. W. Channel has covered his eltr. with galvanized roofing and siding, installed a McLeod Automatic Scale and a 25 h. p. gasoline engine.

Cincinnati, O.—We will do a large brokerage business, and expect to build an eltr. We have not determined on the site yet.—The Ryan Grain Eltr. Co.

Sabina, O.—W. D. Rapp & Son are rebuilding and enlarging their eltr. They will install a new gasoline engine and an automatic scale.—J. W. Channel.

Washington C. H., O.—C. E. Lloyd is building a 20,000 bu. transfer eltr. on the C. & M. V. R. R. It will have three kinds of eltrs. 7x14 cups.—J. W. Channel.

Christianburg, O.—Bright & Son will

install a new car loader and possibly a gasoline engine. The firm has just finished a large ear corn crib 100 feet long.

McComb, O.—Raymond P. Lipe endeavors periodically to do a scoop shovel business here, causing the dealers a great deal of worry and loss of some business.

Hicksville, O.—The Reed-Bear Grain Co. has installed a Boss Car Loader. The company reports the outlook for a big business this year as exceptionally promising.

Thackery, O.—We are making improvements in our eltr. increasing the capacity 30,000 bu. and placing new cleaning machinery.—The McMorran Bros. Co., St. Paris.

Toledo, O.—Geo. G. Metzger, pres. of the Metzger Seed & Oil Co. is one of those indicted in connection with the failure of the Broadway bank of which he was pres.

Elizabeth, O.—I have sold the eltr. and have quit business. I have got some good ideas out of the Grain Dealers' Journal and wish it continued prosperity.—R. P. Branson.

Caledonia, O.—The Caledonia Grain & Milling Co. incorporated; capital stock, \$10,000; incorporators, E. H. Day, J. A. Resler, A. E. Monnette, Fred E. Guthery and D. R. Crissinger.

Cridersville, O.—E. F. Reichelderfer has taken over the coal and lumber business of the Cridersville Lumber & Coal Co. He will continue the business in connection with his eltr.

Ansonia, O.—I have bot out the mill, hay, coal and sewer business of the firm of Howard, Feltman & Rahn. I was a member of the firm 5 years and will continue these lines.—J. H. Feltman.

Sidney, O.—The first new wheat was brought to this market July 6. With the exception of its being damp the wheat was of good quality, testing 62 pounds. Threshing is proceeding rapidly.—H.

Ashville, O.—Teegarden & Taylor have installed five induction motors and use electricity thruout their plant. They also added a cob house 18x30x35 feet high. They will install a seed cleaner.—D. F. Taylor.

Leipsic Junction, Leipsic P. O., O.—Ringling Bros. have sold their mill and eltr. to Henry Hartman of Wauseon. Possession will be given Sept. 1. Ringling Bros. will continue to operate their eltr. at West Leipsic.—C. B. H.

Toledo, O.—The new rules established by the Toledo Produce Exchange for the inspection of grain went into effect July 1, and have been printed in a booklet, with the rates of commission and the inspection and weighing fees.

Martel, O.—A. Williams, formerly of Day & Williams of Caledonia and who recently bot the eltr. of John Jones & Son at this place, is making some extensive changes in the plant. Bag loaning to farmers is the fad here.—H.

North Hampton, O.—We have completed a 50,000-bu eltr. equipped with the latest improved machinery. The S. T. & P. Traction Co., on which we are situated, will switch Erie, C. H. & D. and D. T. & I. cars to us.—Hockman & Collier.

Hamilton, O.—Gustave Myers, in a suit brot against him by the National Life Insurance Co., at Chicago, Ill., alleges that the insurance company bot \$80,000 of stock in the Semler Milling Co., since thrown into receivership, the inducement being criminal rebates.

Cincinnati, O.—Following the recent

activity of the prosecuting attorney five of the largest bucket-shops and several of the smaller ones have closed shop by assignment, receivership or disappearance. Five of the operators have pleaded guilty and have been fined. Thirty other bucket-shop operators will be heard at the fall term.

Hamilton, O.—Fire Marshals Ambrose and Sweeney, of Cincinnati, arrived here June 29 to make an investigation in the attempt to fire the big flour mill of the Semler Milling Co., at B and Wayne streets, June 28. The firebug threw a large quantity of burning oil-soaked waste into the basement of the building. The district is temporarily without fire protection.—Cincinnati Post.

Van Wert, O.—The firm of Brandt & Pollock of Van Wert, O., track buyers, has been dissolved by mutual consent, H. G. Pollock taking the wholesale part of the business with main office in Middle Point, O., and branch offices in several eastern cities and working the interior trade. H. G. Pollock formerly of Pollock Grain Co., of Middle Point, will also erect a grain eltr at Middle Point to replace the one owned by the Pollock Grain Co. and burned on Jan. 12, and will conduct the wholesale receiving business at the old stand.—H. C. Pollock, Middle Point.

Toledo, O.—The low lake rate from Toledo to Montreal will mean that this market will receive a good deal of grain which might otherwise be diverted to some other terminal market. Thousands upon thousands of bushels of space has been chartered by Toledo grain merchants from lake boats for Montreal shipment, and the rate is so low that exporting can be done at a good profit. The New York Produce Exchange has emitted much complaint and has issued a circular of resolutions in which its members resolve to confer with the railroad officials to see if a low freight rate could not be secured to offset the low water rate. Their efforts so far have availed them nothing. Toledo, therefore is to profit by the dearth of business on the lake which causes the vessel owners to look for grain shipments.

OKLAHOMA

Cordell, Okla.—I am no longer connected with the Cordell Gin & Milling Co.—W. H. Morrison.

Pond Creek, Okla.—I have bot J. H. Moore, a 20,000 bu. eltr.—G. G. Wiechen, of Garden Plain, Kan.

Lenapah, Okla.—We have remodeled cur corn mill and eltr. and installed a Marseilles Dustless Sheller.—Lenapah Grain & Hay Co.

Guthrie, Okla.—Mr. Dean, of Kildare has purchased real estate here valued at \$2,800. He is associated with the new W. H. Coyle Co.

Jet, Okla.—G. W. Hoover has been transferred by Wirt & Lyons from Amorita to this place, and H. G. Heinicke is now agt. at Amorita.

Muskogee, Okla.—Traffic managers of the grain companies of Oklahoma held a meeting here recently to form an ass'n for the benefit of grain shippers.

Fay, Okla.—Farmers' & Merchants' Grain Eltr. Co., incorporated; capital stock, \$2,500. Incorporators, John Mowbray, Oliver Meeker, H. W. Smith.

Ardmore, Okla.—The Whaley Mill & Eltr. Co., has re-organized under the name of Ardmore Mill & Eltr. Co. The company will increase its stock and improve the plant.

Binger, Okla.—I don't see how any eltr. operator can get along without the Grain Dealers' Journal. I find much valuable information in the reading of every number. It's mighty good "larning."—A. B. Bales, mgr. Binger Gin & Grain Co.

OREGON.

Portland, Ore.—Grain exports from this city for the year ending June 30 broke all records. Shipments of wheat were 15,956,000 bus., against 9,944,000 bus. in the best previous season, that of 1905-6. This season barley shipments for the first time have exceeded 1,000,000 bus.

Portland, Ore.—The Portland Board of Trade has adopted the following rules: Uniform storage rates and other charges made by regular warehouses shall be fixed by the grain option committee under the authority of the board of directors and they shall be subject to their supervision. Regular and customary storage charges under this rule shall not exceed 12½¢ per ton per month on all varieties of grain, bran and millfeed. All storage earned shall be due and payable at the end of the current season, parts of a month for the purpose of adjusting storage rates, to be paid pro rata at the monthly rate. The warehouse rules further provide that the regular warehouses must be represented on the membership roll of the exchange, either through their proprietor, manager or lessee. Sec'y Fred Miller writes that the grain future department opened auspiciously at 11:30, July 1, and the closing quotations that day were Sept. wheat, 82½; Dec. wheat, 82½; Sept. oats, 117½; Dec. oats, 125; Sept. barley, 115, and Dec. barley, 110.

PENNSYLVANIA.

Herndon, Pa.—George Deppen has succeeded H. C. Deppen in the grain and feed business.

Pittsburg, Pa.—About 60 members of the Grain & Flour Exchange took a car ride to Butler one evening recently at the invitation of the superintendent of the Pittsburg & Butler street car line. The grain men dined at Butler where they were entertained with speeches and music.

PHILADELPHIA LETTER.

L. G. Graff & Son on June 30 received the first carload of new winter wheat from Maryland. It was graded No. 3.

The new floating eltr. of the Girard Point Storage Co. was launched July 2. It will handle 10,000 bus. per hour and has cost \$60,000.

For six months past there was an increase for export over the same time last year, 498,505 bus. of wheat, and 183,544 barrels of flour, covering the shipments from Philadelphia.

A grand excursion to the mountains is the talk on the Exchange for a fall diversification and it is predicted that at least 500 grain, flour, feed and hay men will materialize when the march begins.

Felson Graff, J. C. Landes, Norristown, Pa., and B. Frank Eby, Lancaster, Pa., have just been chosen members of the Commercial Exchange and are associated with leading export and home grain and flour firms.

The Commercial Exchange at a special meeting adopted amendments to the by-laws providing for the creation of a complaint committee, to report members guilty of fraud to directors, to be punished as they decided.

Thirty-two steamships sailed during June from this port for foreign points with grain and flour, among the destinations

being Kingston, Rotterdam, Glasgow, Liverpool, London, Hamburg, Genoa, Antwerp, Copenhagen, Manchester, Bristol and Cardiff.

The election held on the grain floor to change the by-laws of the Commercial Exchange so as to provide for a special complaint committee to take cognizance of fraudulent contracts, breach of promises and other unbusiness like conduct among those in the general grain trade, was hotly contested, but the new provision was carried, by a full vote of nearly three to one, with much rejoicing among the winners.

Pres. James Hancock of the Commercial Exchange, though one of the youngest officials who for years has headed that organization, does much effective work, without making any fuss about it. He is a graduate of Princeton Seminary and as a matter of course has unconsciously acquired the "Princeton stare," which often proves rather embarrassing to those seeking the first interview with him.

The 54th Annual Report of the Commercial Exchange is being distributed among its members and it took a two horse wagon to deliver the stock of books at the headquarters. The color of the covers has been changed from maroon to green, which has given rise to a jocular remark by one of the best known members of the grain trade here, who is of Celtic extraction. "Ye can't beat the Irish."

The Race street piers and docks along the Delaware are to be enlarged and deepened for the especial use of the new Italian line of steamships. The grain men here expecting to do a large trade with Italy, particularly in macaroni wheat and flour, the American article having become quite popular with the Neapolitan bakers of late years, and by many preferred to the native article in the production of spaghetti, vermicelli and macaroni. —S. R. E.

SOUTH DAKOTA.

Sisseton, S. D.—R. J. Turner has bot McKeever's eltr.

Crandon, S. D.—C. W. Van Dusen & Co. are repairing their eltr.

Canton, S. D.—Chris. Sandvig has taken charge of the Farmers' Eltr.

Springfield, S. D.—R. E. Colburn is building an addition to his eltr.

Utica, S. D.—A Farmers' Eltr. Co. has been organized to build an eltr.

Colton, S. D.—J. O. Berdahl has resigned as mgr. of the Farmers Eltr.

Florence, S. D.—A. J. Rieger has been making some needed repairs on his eltr.

Hayti Sta., Castlewood P. O., S. D.—John M. Deere, of Mitchell, is building an eltr.

Beresford, S. D.—A Farmers' Eltr. Co. has been organized at this place; capital stock, \$10,000.

Madison, S. D.—The Madison Co-operative Eltr. Co. has been granted a site on the Milwaukee tracks.

Tripp, S. D.—Zehnpfennig & Moeller have contracted for a 30x30 cribbing for their eltr. with John De Kay.

Make your arrangements to attend the annual meeting of the Tri-State Grain Dealers' Ass'n at Minneapolis, July 15.

Columbia, S. D.—The Columbia Farmers' Eltr. Co. has let the contract for the erection of its new eltr. to L. Buege for \$6,600.

Lake Andes, S. D.—W. W. Parks will

4th

Corn handled through the ELLIS DRIER IS NOT BROKEN OR DISCOLORED, owing to the low temperature used.

ELLIS DRIER COMPANY,

747 Postal Telegraph Building, Chicago.

erect a 24x25 ft. cribbed eltr. and will equip it with 6 h. p. engine, dump scales and hopper scales. John DeKay has the contract.

Pukwana, S. D.—A tornado on the night of June 27 blew down two grain eltrs. owned by the Hunting Eltr. Co. of McGregor, Ia., and the Reliance Eltr. Co. of Minneapolis.

Willow Lake, S. D.—W. F. Purdies has purchased the eltr. of C. H. Chase. August Batier and W. F. Michel were recently elected pres. and sec'y of the Farmers' Eltr. Co.

Nahon, Aberdeen P. O., S. D.—The South Dakota Farmers Eltr. Co. of Verdon, has purchased the Hawkeye Eltr. here and will erect an addition. S. H. Tromanhauser has the contract.

Madison, S. D.—D. McKinnon of this city, has purchased the eltrs at Sinai (Arlington P. O.), Badger and Lake Norden all on the line of the South Dakota Central Ry., taking possession July 1. The line will be operated by the D. McKinnon Eltr. Co.

Willow Lake, S. D.—G. H. Gunnison, of Aberdeen, has succeeded me as auditor of the Hawkeye Eltr. Co., at Watertown, and I have bot out the interest of Mr. Glasco, of the firm of Haight & Glasco. The firm will hereafter be known as Haight and Doeden.—R. H. Doeden.

SOUTHEAST.

Richmond, Va.—The first new wheat on this market was received by Simpson, Bass & Co., June 23, and was sold to the Dunlop Mills. It was a good quality of the Longberry variety.

Atlanta, Ga.—For the convenience of grain dealers the Southern Ry. has set aside an entire track for inspection. The new track is more easily reached than the old location and parallels the terminal station.

Jacksonville, Fla.—We are progressing nicely with our warehouse and hope to be ready Aug. 15. It will have a capacity of 43,000 sq. ft., and being on the river front will have water as well as land transportation. As soon as the warehouse is completed we will construct a small eltr. with storage for about 10,000 bus. grain.—Merchants' Warehouse Co.

Clarksdale, Miss.—The McDonald Hay & Grain Co. is the successor to McDonald & Co., and W. L. McDonald, who was pres. of the old company is pres. of the new; and A. L. Cottrell, treas., was formerly, special feed salesman for the Quaker Oats Co. and previous to that was engaged in the manufacture of alfalfa meal at Elgin, Ill. We do a wholesale business exclusively.—McDonald Hay & Grain Co.

Jackson, Miss.—Under the pure feed law effective July 1, 1908, no feedstuffs can be sold which are not guaranteed to contain at least 3.5% of crude fat, or at least 13.5% of crude fat and protein together, not less than 2.5% being fat. To every package of feedstuffs there must be attached the state inspection tag or stamp. Tags will be furnished with coppered deadlock fasteners. These tags are packed in boxes containing 1,000 each and they can be sent forward by next express after receipt of order. A charge of 25 cents for tags for one ton is provided, e. g., 1,000 tags for 100-lb. bags are worth \$12.50 and 1,000 tags for 200-lb. bags are worth \$25. An inspection tag or stamp is valid for one season only. Tags which are

now ready for distribution may be used until Oct. 1, 1909. Those in the hands of the manufacturers after that date may be exchanged for tags bearing the date of season of 1909-1910. The necessary forms will be supplied on request.—W. F. Hand, State Chemist.

TENNESSEE.

Nashville, Tenn.—The first car of Tennessee wheat to be received at Nashville this season was billed to the Hardy Grain Co., recently. The grain was graded No. 2, weighing 60 lbs. to the bu.

Nashville, Tenn.—The Hughes Warehouse & Eltr. Co., which has successfully operated a leased plant for several years, has recently purchased the plant from the Columbia Trust Co. for \$40,000.

TEXAS.

Weatherford, Tex.—I am out of the grain business.—J. Tom Pickard.

Albany, Texas.—The Pioneer Mill & Eltr. Co. has decreased its capital stock from \$50,000 to \$25,000.

Rice, Texas.—G. W. Harper will move his mill on the H. & T. C. track and enlarge its storage capacity.—F. Z. Lake & Son.

Ft. Worth, Tex.—We expect to erect an eltr. or warehouse on the H. & T. C. Ry., with a capacity of 75,000 bus.—J. W. Adams & Co.

Ft. Worth, Tex.—The Ft. W. & Denver and other roads have devised a system of reporting on the movement of grain from the Panhandle.

Tioga, Tex.—The grain warehouse and eltr. burned June 18 was owned by J. J. Smith and the Pilot Point Grain Co. Loss \$8,000; partly covered by insurance.

Electra, Tex.—We expect to build a warehouse in connection with our eltr. and will equip it with corn sheller, feed mill and shuck baler.—Farmers Eltr. Co.

Plainview, Tex.—The Plains Lumber & Grain Co. bot and shipped the first car of new wheat from Hale County June 22. About 150,000 to 200,000 bus. of wheat will be marketed here this season.

Galveston, Tex.—A grain, hay and feed establishment, doing a wholesale and retail business, has been opened by Fred J. Koehler, R. E. Koehler and Gus. A. Koehler, under the firm name of Koehler Bros.

Ft. Worth, Tex.—John G. McCarty has been appointed to take charge of the office which will be established here by the Nashville, Chattanooga & St. Louis R. R. for the soliciting of grain shipments.

San Antonio, Tex.—I am no longer in the grain business. Joseph Conrad has recently engaged in the grain business in this city, and has erected a warehouse on the Southern Pacific tracks.—R. N. Garrett.

Orange, Tex.—The Miller-Townsend Wholesale & Retail Feed & Grain Co. has been organized with a capital stock of several thousand dollars. The members of the new firm are M. H. Miller and C. H. Townsend.

Galveston, Tex.—Exports from Galveston from Sept. 1 to July 1 have been 7,917,756 bus. of wheat and 5,323,752 bus. of corn; compared with 10,361,633 bus. of wheat and 4,220,906 bus. of corn for the corresponding period of 1906-7 as reported by C. McD. Robinson, chief inspector Galveston Board of Trade.

Galveston, Tex.—The Galveston Board of Trade has changed the rules for grading No. 4 and rejected wheat to read "No. 4 wheat shall include all wheat which is damaged, slightly mowburnt, musty, tough, smutty, or otherwise falling below No. 3." "Rejected wheat shall include all wheat which is damp, badly damaged, dirty, mowburnt, very musty, very smutty, trashy, etc."

Ft. Worth, Tex.—On account of the washouts and the likelihood of the railroads having detoured considerable grain, it is possible that some dealers may be troubled with overcharges. I am advised that the Interstate Commerce Commission has ruled that the originating line is responsible to the shipper for any overcharge that might occur on account of the detouring of shipments, and from this it would seem that if any such overcharges occur refund can be had from the initial line by making complaint to the Interstate Commerce Commission in the event the originating line fails to recognize claim.—H. B. Dorsey.

Ft. Worth, Tex.—A favorable report on the proposition to hold a grain and fruit exposition has been made by the committee of the Board of Trade. It was suggested that a large vacant lot near the center of the city be secured and that a temporary structure be erected to serve as an exposition building. In addition to the displays of grain and fruits experts will deliver addresses on grain and fruit culture. It was estimated that the first year's cost of the exposition should not exceed \$2,000, but it is confidently expected that the enterprise will expand and grow until it becomes of state-wide importance and rival the annual fat stock show.

Ft. Worth, Tex.—I am advised by the Galveston Chamber of Commerce, after an investigation by that organization, they find that large quantities of yellow corn and some white corn are used in Jamaica and Cuba, but practically no mixed corn is used, and they urge that we take up thru our members and from the members to the farmers, the question of separating our corn crop in the event we should have corn for export, as a better price can be obtained. I trust you will take this up with your farmer friends and urge them to separate their white and yellow corn. The Galveston Chamber of Commerce advises that a regular steamship line effective Sept. 1, will be run between Galveston and these countries, and as we are so near the port of Galveston, we ought to encourage the proposition of meeting the demands of the people of these countries in supplying the kind of grain they demand.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

WASHINGTON.

Grandview, Wash.—E. S. Higgins will erect a grain warehouse.—K.

Warden, Wash.—Farmers Grain Co. organized; capital stock, \$20,000.

Kahlotus, Wash.—Mr. Weston has sold his grain warehouse to the farmers union.

Sunnyside, Wash.—Harrison & Rowland are figuring on erecting a warehouse and eltr.—K.

Seattle, Wash.—S. C. Osborn and A. Lane have opened offices here, and represent Logan & Bryan of Chicago.—K.

North Yakima, Wash.—The North Yakima Milling Co. is about to erect a grain and feed warehouse, 100x126.—K.

Kahlotus, Wash.—V. G. Allen, of St. John, will have charge of the Interior Warehouse Co. grain business at this place.

Krupp, Wash.—The Salisbury Lumber & Grain Co. is erecting an eltr. The Farmers Grain & Supply Co. will erect an eltr. at once.

Fairfield, Wash.—The Alliance Warehouse & Eltr. Co. has bot Mr. Walser's grain warehouse; consideration, \$2,000. It has a storage capacity of 150,000 bus.

Seattle, Wash.—Alexander Anderson, for over five years deputy grain inspector, has announced his candidacy for the Republican nomination for county commissioner for the city district.

Walla Walla, Wash.—The farmers have purchased of the Pacific Coast Eltr. Co. their warehouses at Stateline and Hadley, and the deal for the houses at Valley Grove and Ennis will probably be closed in a few days.

Garfield, Wash.—State Commissioner W. H. Reed is ably advocating the handling of grain in bulk and has written a long letter to Senator McCrosky showing that the sacking of grain costs 3½ cents more than bulk handling, from the farmer to Liverpool.

Harrington, Wash.—I am building a steel eltr., 30x53 feet, on the Great Northern R. R., also a bin for barley 16x40 and mill room 30x45 with barley and oat crushers. Brown Bros. have the contract. Our object is to save sacks and labor.—C. W. Bechtel.

Spokane, Wash.—The Farmers Grain & Supply Co. has elected the following officers: pres., W. J. Sutton; vice-pres., William Gemmill; sec'y and mgr., H. T. Ahrens; treas., J. J. Ballinger. The company is operating 20 warehouses in the inland empire of the Pacific Northwest.

Krupp, Wash.—A 60x120 foot warehouse has just been completed by the Hammond Milling Co., of Seattle, T. C. Hunter, of Rerden, in charge. Edwards & Bradford Lumber Co. has the contract for 100,000 feet of lumber to build an eltr. for handling loose grain, for a company said to be backed by A. D. Thompson, of Duluth, Minn. This makes the sixth grain company here.

Waitsburg, Wash.—The Preston-Parton Milling Co. has moved the heavy grain eltr. in the O., R. & N. yards a distance of 1,200 ft. to the huge warehouse being erected. The eltr. has been set on a cement basement from which the conveyor belt will carry grain to the mill. The old eltr. was purchased some years ago from the Pacific Coast Eltr. Co. and had hitherto been used as a warehouse.

Seattle, Wash.—Merchants at the grain-delivery points in the eastern part of this state are threatened with serious loss of trade thru agencies of the Farmers' Educational and Co-operative Union. Such co-operative concerns always cause temporary demoralization and loss, but all history records them as failure thru unsound business methods. Farmers are usually selected as the most unbusiness-like class and most easily talked into support of some glittering scheme. The new scheme will follow along the grange-buying organization of years ago—and wind up the same.—Trade Register.

WISCONSIN.

Antigo, Wis.—The grain eltr. was blown down and demolished June 24.

Osceola, Wis.—The Equity Society is considering the purchase of the ware-

house and eltr. belonging to the Osceola Mill & Eltr. Co.

West Allis, Wis.—The Wilbur Lumber Co. has erected a grain eltr. with a capacity of 20,000 bus.

Superior, Wis.—The Superior Board of Trade has admitted several new members, and the directors are planning to open the trading room and post quotations.

Prescott, Wis.—The Prescott Exchange is building an eltr. The Exchange has also bot the eltr. at Diamond Bluff and the shipping platform at Smith's landing.

Eau Claire, Wis.—C. W. Cheney Co., incorporated; capital stock, \$20,000. Incorporators, C. W. Cheney, James T. Joyce, Marshall Cousins. The company will handle grain.

Manitowoc, Wis.—The Wisconsin Central Ry. is said to be negotiating for the purchase of the terminal eltrs. here of the Northern Grain Co. Reports that the offices of the company have been closed are denied. It is true that no new business is being accepted. Manager Esplin is in personal charge of the offices. A mortgage of \$25,000 against the eltrs. has been recorded by the C. & N. W. Ry.

MILWAUKEE LETTER.

The Wisconsin Feed Co. has removed from 400 to 302 Mitchell bldg.

Chamber of Commerce memberships are quoted at \$250 net to the buyer. No late sales are reported.

The Franke Grain Co. is contemplating the establishment of a barley department. Thos. Sampson, formerly with Fagg & Taylor, will be in charge.

I have taken over the business of John Foley, Jr., who died Oct. 25, 1907. For 17 years was with him as cash grain salesman.—T. C. Coughlin.

The Hottel Co. is successor to Hottel & Co. We have incorporated our business, and will continue in the feed business.—The Hottel Co.

Application for transfer of membership has been made by W. F. Wilson. F. M. Davies has been elected a member while Geo. A. Tallmadge has made application for membership.

Sidney G. Courteen and wife have returned from a trip to the Hawaiian Islands. "Educational as well as enjoyable," is the way Mr. Courteen puts it regarding the trip.

The C. & N. W. Ry. Co. has rescinded its order requiring special forms of billing on cars when transit privileges were desired by buyers. It was instituted about two months ago.

By order of the directors the Chamber of Commerce suspended business a half day in respect of the death of Grover Cleveland. Business was also suspended from 12 o'clock noon Friday, July 3, until July 6.

The rye business is very quiet. Am just making inquiries now as to the condition of the new crop. The country is about all cleaned up. Distillers all have plants closed for the summer. Demand is only for choice low grades practically unsalable.—H. Jahns, Jr.

Corn still continues to arrive in goodly quantities; more so than any other grain. Oats follow next in line, with barley, wheat and rye in order named. There has been some "hot" corn received, but notwithstanding the warm weather the bulk of it has been in first class condition.

[Continued to page 55.]

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Supreme Court Decisions

Carrier's Liability.—The common carrier of inanimate freight is an insurer of its safe delivery, except where the loss results from the act of God or the public enemy, or from the inherent infirmity of the goods. —Stiles, Gaddie & Stiles v. Louisville & N. R. Co. Court of Appeals of Kentucky. 110 S. W. 820.

Liability of Acceptor of Draft.—The acceptor of a bill of exchange becomes primarily liable for its payment and is to be considered the principal debtor, and this is true, even if the acceptance was for the accommodation of the drawer, the acceptor having no funds of the drawer in his hands to pay it.—Huston v. Newgass. Supreme Court of Illinois. 84 N. E. 910.

Discrimination Against Shipper.—Where a carrier discriminates against a shipper who has no other means of shipment than over its line, and refuses to furnish him with cars at times when it is supplying them freely to other shippers at points where it competes with other lines, it is liable to the shipper discriminated against.—P. C. C. & St. L. Ry. Co. v. Wood. Appellate Court of Indiana. 84 N. E. 1010.

Dangerous Machinery.—Rev. St. 1899, § 6433 (Ann. St. 1906, p. 3217), providing that belting, shafting, gearing and drums in all manufacturing establishments when so placed as to be dangerous to persons employed while engaged in their ordinary duties shall be safely guarded, requires guards only where the machinery is dangerous to persons employed while engaged in their ordinary duties.—Lang v. Kansas City Bolt & Nut Co. Kansas City Court of Appeals, Missouri. 110 S. W. 614.

Amount of Recovery for Telegraph Error.—A message delivered to a telegraph company for transmission authorized the sendee, as agent of the sender, to purchase 200 bales of cotton at 9½ cents per pound. The message as delivered to the sendee authorized the purchase of 200 bales at 9¼ cents per pound. The agent purchased 244 bales at 9¼ cents. Held, that the company was liable to the sender only for the value of 200 bales at one-eighth of a cent per pound.—W. U. Tel. Co. v. McCants. Supreme Court of Mississippi. 46 South. 535.

New York Statute Governing Elevation Charge.—An act of the legislature of New York (Laws 1888, p. 946, c. 581) provided that the maximum charge for elevating, weighing and discharging grain should not exceed five-eighths of one cent a bushel; and that, in the process of handling grain by means of floating and stationary elevators, the lake vessels or propellers, the ocean vessels or steamboats, and canal boats, should only be required to pay the actual cost of trimming or shoveling to the leg of the elevator when unloading, and trimming cargo when loading. Held, that the act was a legitimate exercise of the police power of the state over a business affected with a public interest, and did not violate the Constitution of the United States and was valid.—Budd v. New York. Supreme Court of the United States. 12 Sup. Ct. Rep. 468.

Evidence Admissible that Competing Points Were Supplied Cars.—In an action for failure to furnish shipping facilities for the transportation of grain, plaintiffs alleged discrimination against them by the carrier. The evidence showed that plaintiffs were engaged in the same kind of business as other shippers at places where defendant had competition, and who were preferred in the assignment of cars, that plaintiffs' places of business were close to such competitive points, and that their business was conducted in the same manner as that of the alleged preferred shippers. The evidence also showed that the only route that plaintiffs had over which

to ship their grain was defendant's line, and that they constantly applied for cars during the time of the alleged discrimination. Held, that a sufficient similarity of conditions was shown to justify the admission of evidence to prove the number of cars supplied shippers at competitive points.—P. C. C. & St. L. Ry. Co. v. Wood. Appellate Court of Indiana. 84 N. E. 1010.

Measure of Damages for Carrier's Delay.—Where a carrier delays in making a shipment of grain intended for sale, the measure of damages is the difference in price at the time when the goods should have reasonably arrived at the point of destination and the time when they actually arrived, less the transportation charges, but the shipper is under duty to so handle the grain as to reduce the damages as much as possible, and he is entitled to have considered in estimating his damages the necessary expense to which he was put in thus reducing the damages; and hence, where a shipper, in pursuance of such duty to reduce damages, ships the goods to other points, and there sells them, the measure of damages is the difference between the value of the grain at the original destination of the shipment at the time it should reasonably have arrived there and the actual selling price at the point where it was disposed of, allowing for the difference in the cost of transportation.—P. C. C. & St. L. Ry. Co. v. Wood. Appellate Court of Indiana. 84 N. E. 1010.

Discharge of Surety on Building Contract.—A contractor for the construction of an oil mill executed a bond to secure performance of the contract. The plans called for a seedhouse 60 by 250 feet in the shape of an L. After a part thereof was finished, the owner acquired additional land, and the house was built straight 60 by 250 feet. The ground for the foundation of the extension was in an old tank filled with trash, which required much extra work in digging a foundation for the building. The cost of the extra work was about \$75 and involved a delay of 14 days. The floor of the engine room was changed from pine to maple, which involved an additional cost and a delay of about a week. The contract called for four-inch shafting, and it was changed to five-inch, the cost of which was about twice as much. This caused a delay of a week or 10 days. And an extra hanger was needed, at an additional cost of \$125. Held, that the charges in the contract operated to release the surety in the bond.—Luling Oil & Mfg. Co. v. Gohmert. Court of Civil Appeals of Texas. 110 S. W. 772.

Wrongful Levy on Corn Crib.—Before a deputy sheriff started to levy on certain corn, plaintiff notified him that he had purchased the corn. The deputy went to the cribs, took a view of the corn, and placed his hand on the cribs, but not on the corn. He did not go into the buildings, nor put up any notice of levy, nor place any one in charge, nor measure the corn, but guessed at the quantity. He did not demand the key to one crib, which was locked, but went to the plaintiff's transferor and told him he had levied on the corn. He then returned, and within a day or two indorsed his return on the writ that the levy had been made on the corn, and on the day or night of the alleged levy told plaintiff that he had possession under the writ, and would hold it if the attaching creditors gave an indemnity bond, which they did. Plaintiff demanded the corn several times, and was refused, and, on plaintiff's transferor being adjudged a bankrupt, defendant turned over to the trustee other property taken under the writ, but not the corn, of which the trustee subsequently obtained possession from the bankrupt and sold it in the course of administration. Held sufficient to show a conversion by the officer.—Rogers v. King. Supreme Court of Alabama. 44 South. 655.

Carrier's Liability.—While a carrier will be liable for a delivery without collecting a draft attached to the B/L, and will also be liable for non-delivery to consignee by reason of loss of property and the like, yet his liability arises from different sources. In

the former instance there is no common-law duty to become the shipper's agent to collect purchase money, and he is only liable by reason of breach of an implied contract that he will collect before delivery. Hutchinson on Carriers, § 391. In the latter case the liability arises from a breach of duty to safely ship and deliver. And, while the measure and damages in some cases may be the same in both instances, it would frequently not be. If he fails to collect the draft, as by contract bound, he would only be liable to the amount thereof, though the property itself was of much greater value; but, if he fails to deliver as in duty bound, and the property is lost, he is liable for the full value.—Fowler Com. Co. v. C. C. & P. Co. Court of Appeals of Missouri. 71 S. W. 1077.

Changes in Grain Rates.

The *Traffic Bulletin* reports the filing by the Rock Island of sup. 2 to ICC No. C8479, quoting export rates on grain from stations in Colorado, Missouri, Kansas, Nebraska, and Oklahoma to Galveston, Tex., Gretna, New Orleans, Port Chalmette and Westwego, La., effective Aug. 3.

The Santa Fe in ICC No. 4423 quotes rates on wheat and corn from the Missouri River to points in Indiana, Ohio and Kentucky, effective July 25.

The Canadian Pacific in ICC No. E709 quotes 8c per bu. of wheat and 4½c per bu. of oats for the haul from Detroit, Mich., and Goderich and Owen Sound, Ont., to Boston, Mass., and points taking Boston rates, effective July 18.

The C. M. & St. P. in ICC No. B1088 quotes rates on corn, rye, oats and barley from stations in Iowa and South Dakota, to Cairo, Ill., Evansville, Ind., and Henderson, Ky., when destined for the south-east.

Rates on grain and flaxseed from Minneapolis, Castle Rock, Dundas, Faribault, Farmington, Newport and Northfield are quoted by the Rock Island in ICC No. C8106, sup. 9.

Grain and grain products will be carried by the Erie at a rate of 8c per 100 lbs. from Chicago to Balbec, Bluffton, Bracey, Fiat, Murray, Nottingham, Pennville, Portland and Walnut Corner, Ind., effective July 20.

A rate of 10c is made by the Illinois Central on barley, corn, oats, rye and wheat from Kankakee, Ill., to Louisville and Owensboro, Ky. The rates on screenings is 8c.

Screenings will be carried at 15½c by the Northern Pacific from Duluth, Minn., and Superior, Wis., to Owensboro, Ky.

A list of milling in transit stations in Illinois, Iowa, Minnesota, South Dakota and Wisconsin has been filed with the Interstate Commerce Commission by the W. T. L. Committee as amend. 10 to Com. No. 121.

An allowance for transfer thru elevators at Green Bay, Wis., is provided for by the Kewanee, G. B. & W. R. R. in ICC No. 151. An allowance for transfer of grain at Chicago, Chicago junctions and Milwaukee is provided for by the Grand Trunk in ICC No. A1195, effective Aug. 3.

Holders of 1½ per cent of the stock of the Corn Products Co. are being urged by Pres. E. P. Bedford to convert their stock into that of the Corn Products Refining Co. to save the expense of maintaining two organizations, one item in which is the franchise tax on the old company of \$7,400 a year. A new offer of \$12 cash as well as 2 shares of new stock is made for 3 shares of Corn Products Co. stock.

A Gearless Elevator.

An elevator with only one line shaft, and without gears is herewith illustrated. The value of such a building to the elevator operator consists in the elimination of much noise always made by spur and bevel gears when driven at a moderate speed; also in decrease of power necessary to operate an ordinary plant, because all drives are straight, and motive power is utilized to the fullest extent.

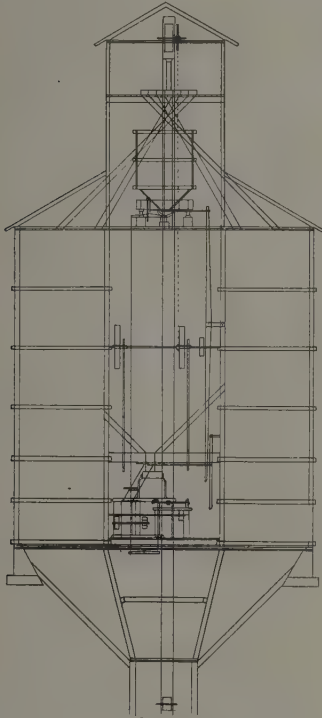
The end elevation shows the location of the power, with a belt leading from the engine to a 34-in. pulley in the loft above it. This pulley is attached to a 28 in. pul-

ley which is connected by belting with a 24 in. pulley on the main shaft, located in the working room of the elevator. There is also on the main shaft an 8 in. sprocket wheel, and 54 in. and 56 in. pulleys. A sprocket chain connects the 8 in. wheel with a 36 in. sprocket wheel at the head of the leg. In case a cleaner is installed in the cupola direct power may be secured from the sprocket wheel shaft to run it.

A cleaner and grinder are located on the working floor and driven direct from pulleys on the main shaft. Thus there is no need of gearing, and the directly connected pulleys decrease need of power as well as the fire hazard.

The driveway is located between the engine room and the main part of the elevator so in case the engineer is needed to attend to the dump he is close to his engine should something go wrong.

The side elevation illustrates the method of bin spouting, shows hopper scale location, also position of main shaft in the working room. The ground floor plans denote the size of the bins which are 10x10 ft. and the working room 12x20 ft. The plans were drawn, and elevator built from them for Farmers Grain Flour & Coal Co., Protection, Kan., by C. A. Lowe who says, "The elevator will run with less power than any other house I have built; there is no line shaft going thru the bins to get out of line and no chance for friction to set house on fire."



End Elevation.

Exports of Breadstuffs.

Our exports of breadstuffs for the ten months prior to June 1 have included 95,371,545 bus. of wheat, 51,013,356 bus. of corn, 1,069,029 bus. of oats, 2,375,669 bus. of rye, 3,948,326 bus. of barley and 12,936,015 bbls. of wheat flour; compared with 71,098,905 bus. of wheat, 76,908,621 bus. of corn, 3,694,857 bus. of oats, 580,885 bus. of rye, 7,799,327 bus. of barley and 14,026,946 bbls. of wheat flour for the corresponding ten months of 1906-7. The total value of breadstuffs exported for the ten months was \$195,650,102; against \$161,116,885 for the corresponding ten months of 1906-7, as reported by O. P. Austin, chief of the Bureau of Statistics.



Bin Plan of Gearless Elevator Built for Farmers Grain, Flour & Coal Co., at Protection, Kan.



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May 1909

CORN

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E. W. WAGNER
99 Board of Trade CHICAGO

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The Trade Rules of the National Ass'n.

[From a paper by Sec'y Jno. F. Courcier of the Grain Dealers' National Ass'n at the annual meeting of Ohio Grain Dealers' Ass'n.]

We are here, as I understand it, in obedience to a common impulse to further the objects and purposes for which this organization was instituted, namely, the advancement and protection of the common interests of those regularly engaged in the grain business; the formulation of rules for the transaction of business, and the promotion of friendly relations among legitimate grain men of the country.

We are met to weld new links of progress and to draw tighter the chain of co-operation. To this end it is both desired and needful that such subjects be discussed as shall in the judgment of your officers seem most likely to afford a basis for future activities looking to the correction of evils, the conservation of forces, the economy of time, money, and physical exertion, and the lasting betterment of conditions in general.

I suppose that if we were now drawing from a query box, the first question would be: "What benefits do we receive for the \$1.00 a year affiliation dues we each pay into the treasury of the National Ass'n?" We will at once point to the TRADE RULES as a source of benefit well worth many times the present expenditures for all the work.

I sometimes think that possibly our high estimation of and consequent devotion to this feature may to some appear to be over-estimated and over-indulged but in defense, if indeed a defense be required, I can but say that our conclusions are drawn from what we see and hear and can influence us no less simply because others do not see and hear as we do.

I shall call attention to those of the Trades Rules, whose violation seems to form the basis of a majority of the trade differences, such as are filling the mails of grain dealers and engaging the attention of a small army of arbiters.

We must not overlook the preamble to the Trade Rules, which reads as follows:

The following rules shall govern all grain transactions between members of the Grain Dealers' National Ass'n, both direct and affiliated and shall be the basis for the arbitration of differences between said members, unless otherwise and specifically agreed at time of trade.

From this it will be understood, of course, that the Ass'n does not seek to restrain its members in the matter of agreement. There is absolutely no requirement as to who the buyer or the seller shall be; as to what the price or terms shall be, or as to the manner of payment; the prime object being to provide uniform rules which shall be available to members for their guidance in the making of contracts in accordance with prevailing customs, and which shall be the basis for the adjustment of differences arising out of conditions such as were not contemplated by the original articles of trade.

We consider Rule 1 to be one of the most important of the entire thirty-seven. This rule reads as follows:

It shall be the duty of both buyer and seller, to include in their original articles of trade, whether conducted by wire or by mail, the following specifications: Number of bushels, or cars; Kind and grade of grain; Price; Point of shipment or delivery; or rate point; Time of Shipment or delivery; Route; terms.

In order that I may not tire you with a long drawn out analysis of the separate rules, each in its respective order, I shall deal with those having to do with Rule

No 1, and in such order as may be suggested as we go along.

The first paragraph of Rule 1 provides that the number of bushels or cars shall be specified in the original articles of trade. In considering this paragraph, we should understand first that by "Articles of Trade" is meant the original telegram, telephone message or letter. In this connection and at first glance the amount of matter listed for embodiment in the original Articles of Trade may suggest extreme length and corresponding unreasonable cost, but upon consulting and using any of the several up-to-date cipher codes, it will be found that in almost every case, all paragraphs of Rule 1 can be covered in a ten word message.

As to the importance of specifying the number of bushels or cars: Experience has, I think, long since placed its stamp of approval upon the practice of specifying bushels rather than cars, especially in cases where the grain to apply will require more than one maximum car for its transportation. The use of bushels has many advantages; principal among which is the availability and capacity of equipment. This feature is covered by Rule 36 which reads as follows:

When bushels are sold and the size of cars to be loaded is not mentioned by the buyer, it shall be the privilege of the seller to load cars of a size suitable to his convenience; he, the seller, to answer to the railroads for the fulfillment of their minimum weight requirements.

As a basis for adjusting differences resulting from the always more or less trouble-breeding practice of selling grain by the car, the Association adopted Rule 34 which reads as follows:

A car-load shall consist of bushels as follows: Wheat, 1,000; shelled corn, 1,000; ear corn, 700; rye, 1,000; barley, 1,000; oats, 1,500.

KIND AND GRADE OF GRAIN: The indefinite phrasing of articles of trade, under these heads has been productive of countless differences and many large losses.

The number of losses resulting from failure thoroly to understand what both parties intend to do under this head, would astonish us all if we could but know of them. Too many dealers manifest a disposition to dodge the issue; not necessarily because of a desire to give the other fellow the worst of it, but because he wishes just as much latitude as he can possibly get, just as long as he can possibly get it.

The buyer who is using a number of billing points will select and furnish specifications admitting of the greatest number of modifications so as to avoid a feast at one gateway and a famine at another, while the seller who is buying on a number of roads and at stations taking varying rate bases, is anxious to retain control of the routing and disposition of his grain as long as he possibly can so that he may exercise the privileges of diversion whenever it is to his advantage to do so. Because of this disposition on the part of both buyer and seller each to build his fences with as many gates as possible, it is of the greatest importance that in this connection all specifications in the original articles of trade be carefully scrutinized and thoroly understood before the right to say yes or no as been abridged.

TERMS: It is here that the preamble to the rules comes into play, perhaps more than in connection with any other of the Trade Rules. Rule 12, applicable hereto, reads as follows:

The word "terms" shall mean that the weights and the grades of a shipment shall be determined in the market agreed upon at time of sale, it being understood, in addition, that whenever applied to a terminal

market, the word "terms" shall be construed to mean that all the rules governing such market, shall govern.

It cannot be too clearly understood here that whenever a difference is submitted to the Arbitration Committee of the National Ass'n the Committee must base its findings upon the contract and its fulfillment, strictly in accordance with the original articles of agreement with subsequent alterations even tho a part or all the requirements of the specifications of such articles of agreement be not in accord with the general customs of the grain trade as laid down in the Trade Rules of the National Ass'n. In such cases, reference may be made to the National Ass'n Trade Rules in the affirmative, but not in the negative sense, i. e., if the Articles of Trade, as a whole or in part, conform to the Trade Rules of the National Ass'n, such conformity may be cited to strengthen pleadings or add weight to decisions, but where the Articles of Trade are in conflict with the Rules, citations of non-conformity cannot be made either to weaken the pleadings of a party to arbitration or to justify the modification of the terms of an award.

Usual Terms: Rule 2 reads as follows: The specifications of Rule 1 shall apply except in cases where the buyer and the seller have been trading on agreed terms and conditions, in which event it shall be sufficient for the words "usual terms" to be used in telegrams and the use of said words shall imply that such terms and conditions as governed previous trades of a like character, shall obtain.

Too much care cannot be exercised in taking advantage of this exception. If there is any doubt whatever, or if there has been any variation in the specifications of recent contracts it is dangerous to subserve certainty to brevity.

Confirmation: Rule 4 reads: It shall be the duty of both buyer and seller, on day of trade, to mail, each to the other, a confirmation in writing (the buyer a confirmation of purchase, and the seller a confirmation of sale), setting forth the specifications as agreed upon in the original articles of trade. Upon receipt of said confirmation, the parties thereto shall carefully check all specifications named therein and upon finding any differences, shall immediately notify the other party to the contract, by wire, except in the case of manifest errors and differences of a minor character in which event, notice by return mail will suffice.

I respectfully commend to your special observance, that part of this rule which requires notice of differences. Too many of us are given to the practice of paying no attention to anything but the price. It is well worth while to read every word of a confirmation, whether printed or written. One minute spent in error catching in the present may save hours of controversy in the hereafter.

Incomplete Shipments: Rule 7 reads: When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty so to advise the buyer by mail, telephone or telegraph, whereupon it shall be the duty of the buyer at once to elect either to buy in or to cancel the deficit, or to extend the contract to cover said deficit.

Should the seller fail to notify the buyer of his, the seller's, inability to complete a contract for shipment as in this rule above provided, the said contract shall remain in force unless and until completed, extended, brought in or cancelled. Upon failure to receive notice of shipment, after the expiration of the shipping limit as specified in the contract, the buyer may elect, either to buy-in or to cancel the contract, and shall notify the seller by wire, that unless he, the buyer, be in receipt of notice, by wire, within 24 hours, advising that shipment will be completed within 48 hours, he, the buyer, will, at the expiration of said 24 hours, at once proceed, either to buy-in or to cancel said contract, and to render a statement to the seller for all loss incurred.

There have been those who have objected to this rule upon the grounds that

oversight should not bind one to the fulfillment of an unprofitable agreement, but it is a well established principle of equity that where both parties to an agreement err, a middle ground shall be determined upon for adjustment. The last paragraph of this rule reading:

"Shipping directions furnished by the buyer before the expiration of said twenty-four hours must be accepted by the seller."

Applies only in cases where shipping instructions have not been previously furnished, and then only when in conformity with the specifications of the contract with reference to point of shipment or delivery or rate point and route.

Invoice: Rule 18: It shall be the duty of the seller to mail to the buyer, or such other consignee as may have been previously designated by the buyer, an invoice, giving the initial and number of the car, kind and grade of grain, actual or estimated weight (state which), price, contract on which shipment is to apply, amount of draft drawn, and railroad routing, and

Bills of Lading: Rule 19: Bills of lading attached either to invoices or to drafts shall be original and negotiable, and in conformity with the specifications of the contract on which the shipment is to apply, and shall be signed in ink. Any loss resulting from irregular or incorrect bills of lading shall be paid by the seller.

While these rules are by no means inseparable, yet they are closely linked, and should be considered together.

Guessing at weights just because the scale book is in another part of the elevator; guessing at the grade instead of drawing a representative sample after the car has been loaded; making out Bs/L from office car records without checking the initials and numbers of the cars against records made after the car doors have been closed and sealed with your private seal; failure to send shipping documents forward promptly and neglecting to keep correct records of everything pertaining thereto, are all trouble breeders and cost the grain shipper and receivers of this country, many thousands upon thousands of dollars every year.

Alteration of Contract: Rule 31: The specifications of a contract cannot be altered or amended without the expressed consent of both the buyer and the seller. (This abolishes the custom of "silence confirms").

A contract is an agreement to do or not to do a certain thing. It is a fundamental rule of the common law, that an owner cannot be dispossessed of his goods against his will, and since the alteration of a contract might, in extreme cases, amount to confiscation. Rule 31 follows the common law doctrine to its last analysis and requires that consent to the alteration of a contract shall be given utterance by both the buyer and the seller.

In order to confine myself within the 20 minutes, I have had to sketch over these few rules very briefly, but I doubt if there are many of us who have spent much of our lives in the grain business who cannot recall losses under some of the heads cited, that exceed many times over the amount of dues we have paid into the treasuries of our assns. for the promulgation of uniform rules and the consequent minimizing of excuses for errors.

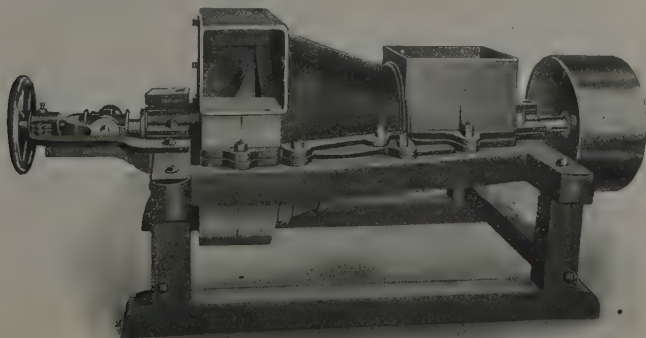
There may be, and I know there are, those who do not think the work of instituting uniformity has been advanced rapidly enough, but I have never heard it said that uniform trade rules would not be highly beneficial if their universal adoption could be brot about. Those of us who feel that progress has been slow, must not forget that there are men in the grain trade who have spent the better part of their lives developing their own systems of business practice; that they view with misgiving and even alarm any and all propositions to alter, modify, or abolish their codes, and that only in the slow process of demonstration by comparison lies the hope of conversion and co-operation.

An Adjustable Sheller.

What is claimed to be the only sheller made with a fan discharge and adjustment combined is illustrated herewith. The fan discharge is not new but its use in conjunction with adjustment is of interest to dealers looking for something efficient in the corn shelling line. The adjustment on this sheller allows it to be regulated while running to suit the quality of the grain passing thru the sheller.

This adjustable sheller is a very heavy and therefore durable machine. The fan discharge is separate from cylinder on shaft so in case of breakage or repair work, castings may be secured as needed. The sheller will discharge either over or underneath to suit the operator. It may be set on a level with boot, thus avoiding a pit or tank. Drive pulley may be placed on either end. This sheller is one of the machines manufactured by the Philip Smith Mfg. Co.

Statistical conditions would tend to keep wise traders from "shorting" the market. On the other hand the reported outlook for crops thus far tend to keep bulls close to shore. These facts combined with lack of outside interest give choppy market, and the next important market will be regulated by the future crop conditions.—Chas. Sincere.



Sheller Showing Adjustment Lever.



Dust Collectors

There are several "named" Dust Collectors. When you want quality there is only one. It is made of extra heavy material, made to wear. It's like other DUST COLLECTORS in shape, that's about all. It will do what any other will do and then some. It stands for QUALITY. If you want to know more about it right now, write.

THE PRICE IS RIGHT

THOMAS LEE
128, 130, 132 West Second St.
Cincinnati, Ohio.

CYCLONE BLOW PIPE CO.

IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

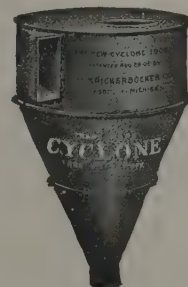
High and Low Speed Systems.

70-86
West Jackson Boul.
CHICAGO, ILL.



(Patented)

"The per cent of loss saved by the '1905' over the 'Old Cyclone' is from 71 1/2% to 80%. These losses are due to dust collector friction and take into consideration nothing but the Collector."—The Mechanical Engineering Dept., University of Michigan.



THE

"NEW CYCLONE 1905"

Manufactured Exclusively by

THE
**KNICKERBOCKER
COMPANY**
JACKSON, MICHIGAN

Supply Trade

J. L. Owens & Co. will build a large warehouse at the Minneapolis plant to cost about \$5,000.

C. H. Benson has moved into new quarters on the ground floor of the Corn Exchange Bldg., Minneapolis.

The Durable Wire Rope Co. reports that a number of St. Louis elevator operators have purchased shovel rope.

The Directors of the National City Bank of Chicago declared their quarterly dividend of $1\frac{1}{2}\%$ to stockholders of record June 30.

The Lauson-Lawton Co., has been incorporated for \$25,000 in Wisconsin, to build gasoline engines. The headquarters of the company is Milwaukee.

The Finton Grain Elevator Construction Co. has lately issued a circular illustrating and describing its subdivided fire proof grain tanks for the country and terminal elevator.

The Hill Clutch Co. of Cleveland O. has been reorganized and will make an especial effort to secure the business of grain dealers desiring power transmission machinery.

The Minneapolis Steel & Machinery Co. is reported to be contemplating an addition to its factory that will enable it to build 10,000 traction and gasoline engines per year.

R. Craig, representing the Winters-Coleman Scale Co. has taken offices at 402 So. Third St., Minneapolis, where he is disseminating information about the "Sonander" Automatic Scale.

Keep in mind eternally that business results, are what you are after, the foundation upon which success is built up. An advertisement that does not talk to a community *precisely as a splendid salesman would to an individual patron* deserves to fail, and usually does.

Advertising is the most powerful weapon in the arsenal of modern trade. We have in mind a concern whose manufacturing cost is high and whose product retails at top prices; yet they are able to meet the stiffest kind of competition because of the prestige of their name.

The U. S. Turbine Engine Co. Chicago has been incorporated to build multiple expansion, reversible high or low pressure steam turbine engines from 5 to 100 h. p. The company maintains that it makes an engine which occupies much less space and develops more power for its size than any other made. C. M. Seckner is president and H. L. Langel Sec'y & Treas.

Since A. H. McDonald, the Gas Engine man moved into his new headquarters on Monroe street, Chicago, he has added a number of machines to his repair equipment which enables him to do such work promptly, and at the same time turn out more overhauled and remodeled gas engines. In order to remind grain dealers he has motive power of interest to them he has just purchased a large number of calendars he is distributing to the trade.

This has been denominated an age of specialists. Specialists are most frequently found in the realm of the scientist, but occasionally among those whose vocations are mechanical. The W. A. Jones Foundry & Machine Co. believed they could make the best pulley that ever

circled a shaft and they meant to do it in this manner. By securing the best of material obtainable for the pulley, skilled workman and the best tools. The company now maintains it is a "pulley specialist." Dealers using such pulleys find them true, accurately balanced, solid or split as desired, in either heavy or light weight material.

The Cyclone Blow Pipe Co. brot suit against the Allington-Curtis Mfg. Co., and Wm. E. Allington in the U. S. Circuit Court at Chicago July 1 for infringement of its Cyclone dust arrester patent, and will seek damages from the defendant or its customers who are using these machines. These Cyclones are largely used in grain elevators, wood working and other manufacturing plants, and the outcome of the suit will be watched with interest by the users of the devices as well as the owners of the 80 or more dust collector patents. The Allington-Curtis Co., which in other years has been the aggressor in dust collector litigation, now finds itself in the novel and disagreeable position of defendant. Att'y Harry Lee Dodson represents the plaintiff, but the defendant has not yet entered its appearance.

Vaporizer for Gasoline, Kerosene and Alcohol Engines.

Directly injecting gasoline into the engine cylinder results in slow and incomplete combustion of the fuel and wastes the oil. Improved engines have a vaporizing or carbureting attachment to mix the gasoline or kerosene with air prior to its introduction into the power cylinder, thereby attaining the highest fuel efficiency.

The vaporizing device, which is invaluable when using gasoline, becomes indispensable when consuming kerosene. Many kerosene oil engines are essentially gas engines with a vaporizer added. A good vaporizer will return its cost to the purchaser many times during the year.

The conditions to be satisfied in the design of a vaporizer are so severe that many inventors have produced devices that are troublesome and wasteful and liable to explosion. Some run too cool to vaporize all of the liquid passing thru and others run so hot that the gases entering the engine cylinder are partly decom-

posed and the air so expanded that sufficient air does not enter the cylinder to work the engine at its rated power.

All of these objections and many others are claimed to have been overcome in the Ideal Vaporizer illustrated in the engraving herewith. This vaporizer enables the gasoline engine operator to use a cheaper fuel, and its manufacturers state that it will successfully operate 2 or 4 cycle gasoline engines on kerosene when the speed of the engine does not exceed 1,000 revolutions per minute, and that it will not allow hard carbon to form on the piston, cylinder or valves any more than when gasoline is used.

In operation gasoline is fed thru valve C shown in the engraving, and when under headway the cock is turned and water fed thru the same channels, being a 3-way cock. Kerosene enters the fuel connection X, and circulating in the chamber K, is heated to the proper temperature for vaporizing, when it passes thru the port controlled by valve F to the disc E. Thus the warm kerosene from valve port F, and water from valve port C, are sprayed into the incoming warm air, and the whirl around the cone-shaped disc has the effect of thoroly mixing and vaporizing the charge before it enters the cylinder. The vaporizer is simple in construction and all parts are accessible without special tools. The outlet B may be set at any of 4 angles to the horizontal. H is the heater, with exhaust connections G and P and heating tubes S, S, S. The Ideal Vaporizer Co. is the maker of the new device.

Exports.

Buckwheat amounting to 116,059 bus. was exported from the United States for the ten months prior to May 1, against 197,864 bus. for the corresponding period of 1906-7.

Broom corn valued at \$224,194 was exported for the ten months prior to May 1, against \$227,761 for the corresponding period of 1906-7.

Malt amounting to 196,387 bus. was exported during the ten months prior to May 1, against 304,900 bus. for the corresponding period of 1906-7.

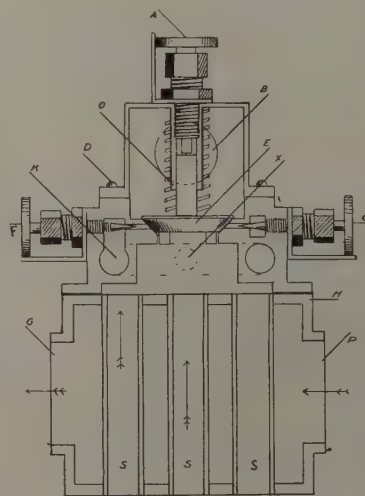
Linseed oil cake amounting to 609,165,738 lbs. was exported during the ten months prior to May 1, against 570,380,667 lbs. for the corresponding period of 1906-7, as reported by O. P. Austin, chief of the Bureau of Statistics.

Books Received

HUNGARY is the title of a very interesting pamphlet which reaches us with the compliments of our good friend, G. J. S. Broomhall, the able editor of the Corn Trade News, Liverpool.

CORN BREEDING IN MINNESOTA.—The experience and results of several years' work in corn breeding at the Minnesota Experiment Station and in co-operation with farmers throughout the state have been compiled by C. P. Bull, assistant agriculturist, and published as Bulletin No. 107, University of Minnesota Agricultural Experiment Station, St. Anthony Park, Minn.

CLOVER GROWING.—Field investigations on clover growing on the loess and till soils of southern Iowa show conclusively that this crop may be grown successfully on these types of soil even in seasons of comparatively light rainfall. The experiments that lead to this conclusion have been described in Bulletin No. 98 of the Experiment Station, Iowa State College, Ames, Ia.



Vaporizer for Gasoline and Kerosene Engines.

Trade Rules Governing Sales of Feed.

The new National Ass'n of Feed Dealers, which completed its organization at Detroit recently, also adopted on June 9 the following rules governing sales of feed, to take effect July 1, 1908:

Sec. 1. Period of time for shipment shall be a specified number of days, to run from date of receipt of shipping instructions by the seller. In the absence of a specified time of shipment, 10 days shall be understood. On goods sold for shipment within 10 days or less, seller shall have the right to demand instructions by wire; on longer periods than 10 days, seller to have the right to demand shipping instructions by wire after 72 hours from time of sale.

Sec. 2. The B/L date shall be final evidence of the fulfillment of contract.

Sec. 3. Default of contract: A contract covering sale of feed is in force until cancelled. Seller shall have until noon of the following business day in which to furnish car numbers applicable on contract. In case the seller defaults on a contract, the buyer may declare the contract canceled; in which case the seller shall reimburse the buyer for any proven loss sustained on account of failure to deliver within contract time, provided, losses are proven and based on market values in accordance with the average quotations for like grades and shipments.

Sec. 4. Should the buyer, after the expiration of the allotted time, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to ship the feed to the postoffice address of the buyer or to cancel the contract outright; or the buyer shall reimburse the seller for any proven loss sustained on account of failure to furnish shipping instructions within contract time, provided, losses are proven and based on market values in accordance with the average quotations for like grades and shipments; 24 hours' notice having been given by the seller of his intention and election.

Sec. 5. Privileges: In all delivered sales to any basic rate point, the point specified shall be considered as a rate basis only and not necessarily final destination of goods, and shipment shall be made to any point and via any line open for business in territory designated by the buyer, which is reached by lake-and-rail lines during the season of navigation, or by all-rail lines at the differential in effect at the time of shipment, as shown by published tariff rates.

Sec. 6. Quantity constituting carloads: Unless otherwise specified at time of purchase, 40,000 lbs. shall constitute a carload of sacked feed. Official classification of the Central Freight Ass'n shall govern minimum weight on all carload sales of bulk feeds.

Sec. 7. Nothing in these rules shall be

construed to prevent contracts being made in accordance with rules in force in any special market, if so specified at the time the contract is made.

Uniform Feed Laws Needed

"Mr. Reed, your counsel, gives the following opinion as to the rights of states, to pass feed inspection laws: 'The states have a right to pass reasonable inspection laws requiring the analysis, certification and tagging of feedstuffs, and as long as there is no discrimination between products made within the state and those made without, and as long as the inspection fees are reasonable and intended and adopted merely to cover the expense of inspection, such statutes are valid, and the only remedy is an appeal to the state legislators for the modification of the statutes.'

"Now that it is a settled matter that these feed laws are valid and constitutional, and they cannot be attacked from this standpoint, the question of uniformity is the most important one for the united efforts of your organization."—*C. D. Harris at the Detroit Meeting of the Millers Federation.*

An Unusually Large Rope Sheave

The accompanying cut shows rope sheave of unusual dimensions recently completed by H. W. Caldwell & Son Co.

The sheave is 20 feet in diameter, has 20 grooves for 2-in. rope and weighs finished 48,000 pounds. It will be noticed from the illustration that the sheave has a double set of arms. The sheave was cast in one piece and then split for convenience in handling and erecting. The sheave was cast in the foundry of the Caldwell Company and finished on 20-foot boring mill, as indicated by the illustration.

It is intended for use in connection with the main drive in a refrigerating plant located in Mexico, the large sheave receiving power from an electric motor, the transmission being by means of what is generally known as the American or single rope system.

Varieties of seed corn ripening in 90 days are popular this season.

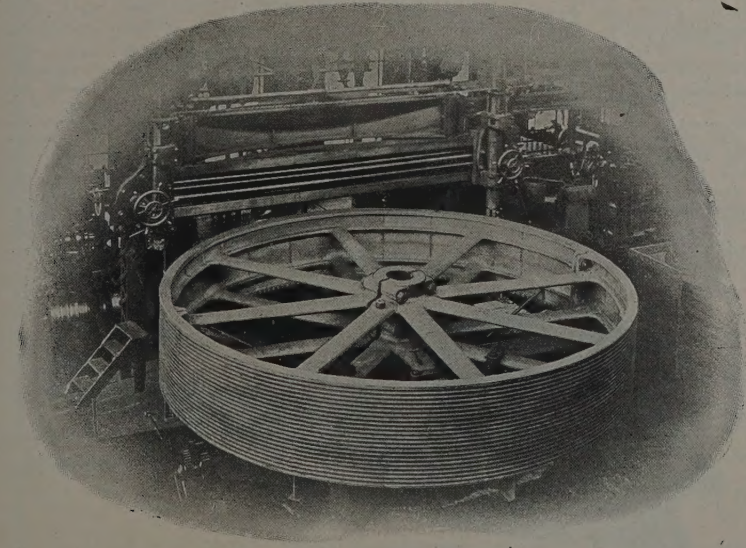
FOR SALE

A No. 6 Hess Grain Drier in good condition, complete with all connections. For prompt sale will quote a low price.

Address,

ELLIS DRIER CO.

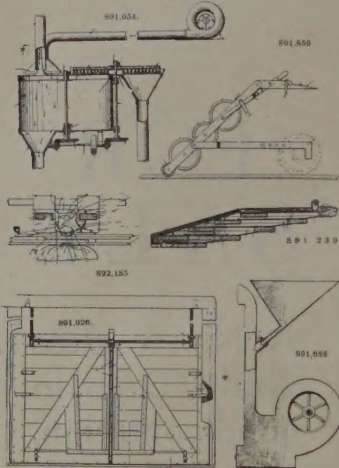
747 Postal Tel. Bldg., Chicago



A Large Rope Sheave.

Patents Granted

Car Mover. No. 891,856. (See cut.) Jos. S. Peek, Kerrville, Tex. The car truck is engaged by a beam and the rail is engaged by a rotating wheel. Pivotaly connected with the upper portion of the beam is an arm having a longitudinally adjustable bar.



Bag Holder. No. 892,185. (See cut.) Peter Rudd, Chicago, Ill. The bag to be filled is supported by hooks on parallel bars adapted to be moved toward each other. Each hook mechanism has a locking edge and an upwardly extending arm, the mouth of the bag being inserted into the hook compartments between the locking edges and the hook surfaces. Tripping levers release the bag.

Screen for Grain Separators. No. 891,239. (See cut.) Harry J. Folts, St. Cloud, Minn., assignor to Maplebay Mfg. Co., Crookston, Minn. A continuous metal foil surface is provided in a succession of spaced screens consisting of frames having head and tail bars, side frames, perforated metal plates and imperforate metal plates leading from one screen to the next and covering the tail bars.

Feed for Grain and Mineral Separators. No. 891,688. (See cut.) Wm. Gray, Lincoln, Neb. Connected with one side of a vertical air blast spout is an inclined grain spout within which at the junction is the feed plate curved at its outer end to a horizontal plane and its free end terminating flush or in vertical alignment with the adjacent vertical side of the air spout. A hopper spout enters the inclined spout and overlaps the upper edge of the feed plate.

Grain Door. No. 891,926. (See cut.) Edgar B. Gilleland, Topeka, Kans., assignor of one-fourth to David Bolick and one-fourth to J. A. Rosen, Topeka, Kans. A pair of guides are hinged at the top of the doorway and slidably engaged by bearings secured to the upper part of the grain door. A vertical centrally disposed guideway is secured to the face of the grain door and is engaged by an elongated bearing bracket secured to the connecting portion of a U-shaped rod pivoted to the cap of the car door.

Grain Screening Machine. No. 891,654. (See cut.) Anthony H. Baenen, Jamestown, N. D. Waste water and screenings are received on a horizontal revolving screen overhung by a brush on one side only to sweep the screenings into a hopper. The circular revolving sieve moves within

the open top of a drum and a blast of air is directed thru the meshes of the screen by a blast fan. The machine is now in use in the plant of the Russell-Miller Milling Co., Jamestown, N. D., and receives all the screenings from the wheat washing apparatus, which hitherto have been run into the river at a waste of \$12 to \$15 per day. This machine saves these screenings, to be dried and sold.

A Fire Hazard Common to Prohibition Towns.

In discussing the cause of the burning of the Melvern Grain Co.'s. eltr. at Melvern, Kan., a fire insurance inspector of long experience said: "No definite cause can be assigned for the loss, but all the circumstances point to the burning of a couple of box cars by some of the toughs of the town who were in them shooting craps and drinking. The cars were near the elevator, and the fire easily communicated to it.

"It is my opinion that this was the cause of the fire, and I believe that it is a serious hazard in prohibition states. The elevator is usually out of the way, and it is a convenient place to take a keg of beer or a bottle of whiskey, and have a quiet game of craps or poker. In fact it is common practice in small towns, especially in prohibition states.

"I have seen elevators with signs tacked on the wall:

"Our foreman will be immediately discharged if he allows drinking or gambling in this elevator!"

"I know of another case where a bunch were at a dance one night, and went over behind the elevator to dispose of a bottle, and the elevator burned shortly after. Here are two cases that we know of, and it is reasonable to assume that there are a great many more. It means that we must start a crusade against this hazard."

Struck by Lightning.

Mar. 5. F. E. Smith, Whiting, Ia. Destroyed.
May 21. W. C. Brown, Palmer, Kan. No fire.
May —. Farmers Elevator Co., Campbell, Minn. Damage, \$100.
May —. Nye Schneider Fowler Co., Schleswig, Ia. Destroyed.
May —. Hubbard & Palmer Co., Truman, Minn. Damage light.
May 28. M. J. Stotler, Strawn, Ill. Damage, \$75.
May 29. McFadden Bros., Havana, Ill. Extinguished with small loss.
June 4. Canadian Co. Mill & Elevator Co., Richland, Okla. Destroyed.
June 6. Marsh & Burke, Scottsville, Kan. No fire.
June 7. T. B. Hord Grain Co., Polk, Neb. Small loss.
June 11. E. H. Read, St. Paul, Neb. Considerably damaged.
June 27. Elevator of W. W. Smith & Sons, Holyrood, Kan. No fire.
June 27. Elevator of Rock Mill & Elevator Co., Pretty Prairie, Kan. Loss, \$2,500.
July 2. Elevator of M. Stephenson & Son, Sargeant, Minn. Destroyed.
July—Elevator of Atlantic Elevator Co., Tenny, Minn. Struck.

A death dealing remedy for Hessian flies has been devised by C. W. Lawless, Sec'y of the Moore-Lawless Grn. Co., of Kansas City, who recently returned from a week's boating trip thru the wheat fields of Kansas. He insists that with the assistance of two flat paddles the average man on a dry day can catch and kill from 1300 to 1350 if he will assiduously apply himself to the task from sun rise to sun set. Mr. Lawless should be voted a Nobel prize or Carnegie medal for his discovery.

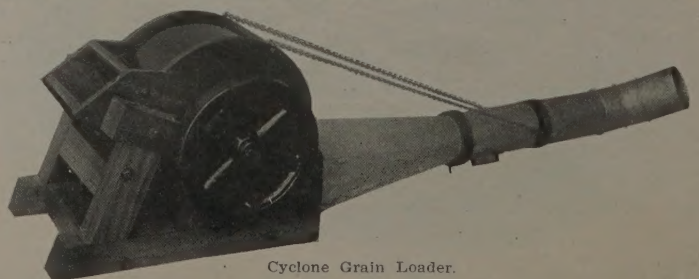
Cyclone Grain Loader.

The continual increase in the production of grain in this country, thru the utilization of arid lands, fertilizer, and scientific farming has made improved facilities for handling grain in bulk thru country elevators imperative. New machines are frequently placed upon the market which are designed to increase handling capacity of the elevator, and at the same time perform their function with mechanical simplicity and economy. The Cyclone Grain Loader, illustrated herewith, may be so classified.

The manufacturers of this loader maintain it is worthy of a place in the elevator because it is simple in construction and operation; it requires little floor space being 28x33x23 inches high. The machine is usually located inside the elevator so under no circumstances can it be torn down by movement of car upon track. It

has a capacity for 1000 pounds per minute, and requires from 2 to 4 h. p to run it properly.

The loader is constructed mostly of wood lined with steel, and is shipped ready for use so that any practical man can install it in a very short time. One particular advantage of using this loader is in loading split cars, at the same time running the machine to its full capacity. Grain is not cracked by this loader because it does not depend entirely upon gravity for loading. There is an air inlet leading to the loader in connection with the feeding spout, which with the fan, creates a suction that increases the momentum of the grain. The grain is drawn underneath the fan and is speedily discharged into the car. The Cyclone Grain Loader Co. at Norwalk, O. manufactures this loader.



Cyclone Grain Loader.

Fire Insurance Companies

ORGANIZED 1883

The Western Millers Mutual Fire Insurance Company

KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses and
contents,

MILLERS' NATIONAL INSURANCE COMPANY

205 La Salle St., CHICAGO, ILL.

Chartered 1865

Insurance with a maximum of security at a
minimum of cost for ELEVATORS, WARE-
HOUSES and CONTENTS on the Mutual
Plan.

Five Year Policies (or short term policies on
grain, if required.)

Semi-Annual Assessments costing about
one-half Stock Company rates.

NO conflagration hazard.

Gross Assets, - - \$4,937,625.96

Net Cash Surplus - 883,105.27

Millers Mutual Fire Insurance Association of Illinois

ALTON :: ILLINOIS

Wrote \$9,897,311.23 Insurance last year

Paid \$116,523.11 in losses last year

Added \$20,645.96 to surplus last year

Assessed only 40% of basis rates last year

If you want the best of Insurance
at the lowest cost, write to us.

Insurance in force - \$13,551,441.39

Face value of notes - 1,701,351.60

Cash Assets - - - 336,038.85

GEO. POSTEL, Pres.

A. R. MCKINNEY, Sec.

Chicago Agent:

M. W. FUGIT, 740 National Life Building.

THE OLD RELIABLE



ORGANIZED
1881

INSURES ELEVATORS
AND GRAIN

PERMANENT OR
SHORT TERM POLICIES

Grain Insurance

¶ Grain in the elevator is the same
as cash deposited there instead of
in the bank.

¶ Its loss by fire is ten times more
liable than loss by bank failure.

¶ A grain loss is destruction of
working capital, made worse if a
portion is borrowed.

¶ A full insurance protection is
needed according to the value on
hand.

¶ Insurance should vary accord-
ing to the value without heavy short
rate charges.

¶ The country grain dealer gets the
best service and lowest cost through
an open policy of the



For particulars write at once to

C. A. McCotter, Sec'y

Mill Owners' Mutual Fire Insurance Co.

Des Moines, Iowa

Organized 1875

INSURES MILLS, ELEVATORS,
WAREHOUSES and CONTENTS

Net Cash Assets - - - - - \$ 266,243.81
Losses Paid - - - - - 1,339,403.60
Saved to Policy Holders - - - - - 1,752,149.12

J. G. SHARP, Secretary

ESTABLISHED 1889

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual

E. E. PERRY, Secretary

Grain Shippers' Mutual Fire Insurance Association

IDA GROVE - - IOWA

Risks in force \$6,927,000.00
Admitted assets, Dec. 30, 1907 50,197.76
Total liabilities 4,735.09
Net assets, Dec. 30, 1907 \$45,462.76

Dividends on the basis of
80% cost.
We write Fire, Lightning
and Tornado Insurance for
the Grain Trade.

F. D. BABCOCK, Secretary

GRAIN STORAGE RECEIPTS for keeping a record of
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GRAIN DEALERS JOURNAL, - - - 255 La Salle Street, CHICAGO

ELEVATORS WANTED

To get in direct communication with would-be buyers of grain elevators reply to ads
in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.

THE NAME

on the ELEVATOR BELTING you buy is of more consequence than the price you pay.

ELEVATOR OPERATORS

confine your speculations to Grain
Don't experiment when buying Belting.
Get the kind that's stood the test.

NOTICE THE BRAND



It's Safe; Economical; Guaranteed.

The Gutta Percha and Rubber Mfg. Co.
CHICAGO, ILLS.

Webster Machinery

**For Grain Elevators
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**Spiral and Belt Conveyors
"Acme" Elevator Buckets
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While the DAY DUST COLLECTOR looks like others (all having cones) it is not like others in construction.

It is not a Cyclone It operates on entirely different principles, giving more perfect separation of the dust and air.

THE DAY COMPANY, 1132 Yale Place,
Successors to H. L. Day MINNEAPOLIS, MINNESOTA

We Want Consignments You Want Satisfaction

TRY US!

Northwestern Elevator & Grain Co., Peoria, Ill.

**FORWARD ALWAYS
NEVER BACKWARD**

Your elevator legs must run if the motors are equipped with

The Evans Motor Attachment

Send for circular.

"The great profanity saver"

SCOTT F. EVANS, Minneapolis, U. S. A.

"WELLER MADE"



MEANS

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Everything in the machinery line
for Grain Elevator and Mill.

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Write for Catalog and Discount Sheet.